



Dartmouth  
Health

Visiting Nurse and Hospice for  
Vermont and New Hampshire



# 2022 Gratitude Report



# Your Gifts In Action

It takes the support of the communities we serve to keep us moving forward. Did you know that it costs approximately \$1,000 in order to supply a nurse with the basic start up supplies she needs to bring nursing care on the road? Pictured is Cynthia L Roth, PT and Lynn Martin, LNA shown in the picture with their supplies. This cost is not an expense reimbursed by insurance so your support really makes a difference! We appreciate your generosity and wanted you to see your gifts in action! Thank you!



Every day the team at Visiting Nurse and Hospice for Vermont and New Hampshire (VNH) brings essential healthcare services to people - your family, friends, and neighbors - where they want to be, at home. **With your support**, VNH was able to care for 5,000 patients who needed nursing, rehabilitation, long-term supports, and end-of-life care across the life-span and throughout our region.



The COVID-19 pandemic continues to put significant strain on our ability to care for patients, retain a vibrant workforce, and meet the growing healthcare needs in the region. **Our communities need your help now more than ever**, can VNH count on your support? Your monthly gift of \$50, \$75, or, if possible, \$150, or an annual one time gift of your choice, will make an immediate and meaningful difference in the lives of the people who rely on VNH for care and services.

Many of our programs are only possible through the generous support of our community, including:

- Long-term care services and personal care support that allows older adults to stay in their homes
- Bereavement care for families who have lost a loved one
- Maternal and child care that promotes bonding, child development, and treatment for acute and chronic illness
- Training for newly graduated nurses through our year-long Residency program.

I hope that you feel as strongly as we do about bringing essential services to people at home. I invite you to learn from current donors why they support VNH and to consider how you may bolster support for this essential home-based care. Together we can make a difference for our families, friends and neighbors and I thank you for your partnership.

With gratitude,

A handwritten signature in black ink that reads "Johanna L. Beliveau". The signature is fluid and cursive.

Johanna L. Beliveau, DNP, MBA, RN  
President and Chief Executive Officer



“

Absolutely, great care.  
I was given wonderful  
challenges to move forward.  
I recognized my goals, and  
had great moral support.

”



# Wrapped in a Blanket of Love

**Missy and Richard benefited from VNH** home health services twice over the past two years. The first time was in September of 2020, when Richard fell on their concrete walk leading into his house and fractured his skull and a vertebrae in his neck. A short time later he experienced a small stroke and things continued to go downhill from there. In July 2022, Richard was accepted into the hospice program after it became apparent he was no longer responding to any treatment and would not improve.

Missy told doctors in April she didn't expect Richard to live past Christmas 2022, and unfortunately she was right. Richard

didn't appear to be showing any signs of improvement. "He had been taking different medications including something for depression but after the fall and the stroke, he seemed to go downhill. I can honestly say he started to give up." Missy knew that Richard did not want to go into the hospital or a facility and she expressed that to Dr. David Levine, Richard's PCP. Doctor Levine recommended VNH's hospice program for Richard, and looking back she is so happy and thankful that he did.

"I was trying to process the fact that there was nothing more the doctors could do for Richard. All I could think of was where do I go from here and what do I do next? Doctor Levine

answered those questions for me, made the referral and VNH contacted me the next day.”

“Our primary nurse was Christian, and I looked forward to seeing him as he always brightened my day.” Missy knew the minute Christian stepped through the door he was the right person for Richard and for her.

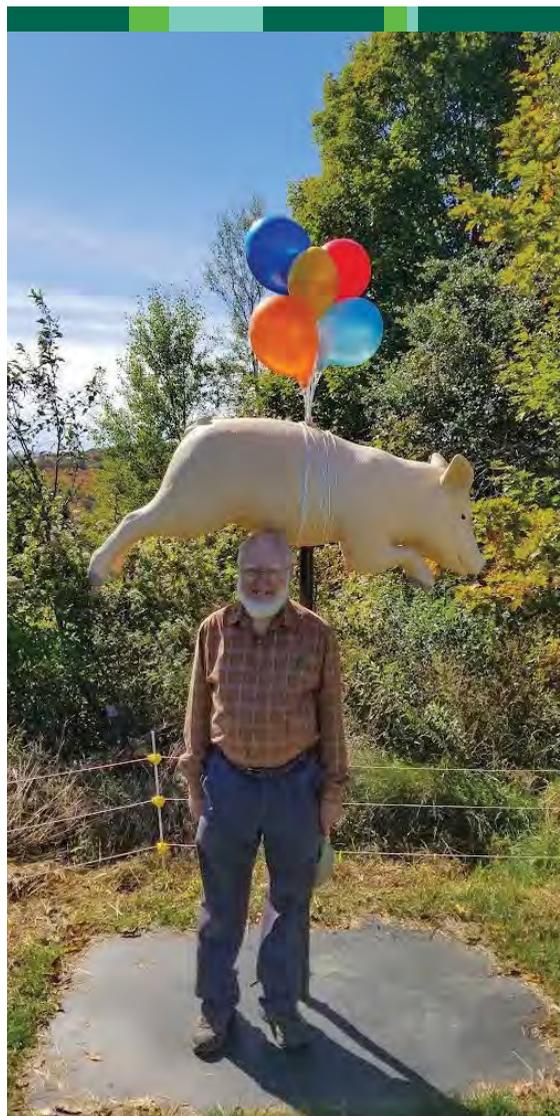
“During the admission process, Christian spoke to Richard and explained the different aspects of the hospice program. Richard was somewhat hesitant at first to join hospice, but, he came to understand that this would be good for him and finally agreed.”

Missy really felt grateful for the whole VNH hospice team that took care of Richard and her. “Monique, Rich’s health care aide, could always put a smile on my face and make me laugh. Heather, a hospice nurse was such a lovely, caring person whom I really enjoyed talking to and then there was chaplain, Father Andre who was so supportive. When they all converged, it was like the dark lifted and life was again on track. You need people to really connect with you when you’re going through something like this. It felt like they “*wrapped us in a blanket of love.*”

Richard (74) died August 11, 2022, at home with his wife, Missy, and their dogs close by. Richard received support from VNH for home health and then for hospice. “I’m so thankful for all of the doctors that Richard had because they referred us to VNH and to hospice. I feel a lot of people have a misconception of what VNH does and what hospice is really all about.

Hospice allows the dying person to do so comfortably and with great respect for their wishes. It granted Rich’s wish to stay at home with me and the doggies in a place he loved.”

Will you consider a gift today to support VNH helping patients and their families live fully through their last days of life?



# UPCOMING EVENTS

WinterFest  
at The Junction  
December 10<sup>th</sup> & 11<sup>th</sup>



This weekend event features the **Fa La La Holiday Revue** on **Saturday, December 10, from 7:00pm to 9:00pm at The Briggs Opera House** promoting wellness through community arts. The annual Fa La La Holiday Revue has been a successful mainstay for several years at the Briggs Opera House.

We are also pleased to announce that we will be hosting a **Holiday Artisan Fair** on **Sunday, December 11 from 10:00am to 4:00pm at The Briggs Opera House** in White River Junction, VT as part of **WinterFest at The Junction** weekend celebration.

Overall the weekend is supporting and promoting local community organizations, and gathering family, friends and neighbors for some holiday fun! **Hope to see you there!**



# Employee Spotlight

**Name:** Meredith Carrien, LPN

**Role within VNH:** Field Staff Nurse for Home Health in the Southern Region

**Length of Time with VNH:** 12 years

"I have been a LPN for 22 years. I love being a nurse and taking care of my patients. I have wanted to be a nurse since the fourth grade, and I did it!"

**Why do you choose to work for VNH?**

"I choose to work for the VNH because I had worked in home care before and I love seeing people get better while they are in the comfort of their own home."

**What has been the most satisfying for you working for VNH?**

"The most satisfying part of my job is being part of a team that is focused on our patients and how we can support them together. We all work really well together and it is a rewarding feeling!"

**If you were stuck on a deserted island, what one Movie, Book and Food would you have on the island with you?**

**Movie:** Labyrinth - "It is my favorite movie and I never seem to get sick of watching it!"

**Book:** Needful Things by Stephen King

**Food:** Pizza - "Do they deliver to deserted islands?!"



“

My father and I are eternally grateful for the in-home hospice services my mother received. We still don't have words to express it. The hospice team was earth angels walking among us.

”

“

Even a seemingly small act of generosity can grow into something far beyond what we could ever ask or imagine.

- Henri Nouwen

”

“

The hospice team members that worked with our family were outstanding. From the beginning of hospice care, they were always readily available to help us with whatever the situation was. To the end!

”



# Maternal Child Health

*Wellness, clinical support, guidance and more*

**Whether you're an expecting mom** or you have a child in need of care, Visiting Nurse & Hospice (VNH), Maternal Child Health services are here for you. VNH's maternal child nurses come into patient and family's homes, a unique and supportive experience for parents and exceptionally rewarding for VNH nursing team members.

Danielle, a New Hampshire teacher was really looking forward to welcoming her baby daughter Peyton and at the time had never heard of VNH. Danielle had a fairly normal and uneventful pregnancy however, she did have a very difficult labor. Her daughter Peyton was a healthy newborn, but Danielle was in critical condition after experiencing kidney failure and other complications following Peyton's delivery. Peyton continued to grow stronger and was eventually released into the care of Danielle's mom while Danielle remained in the hospital for another 3 weeks.

Dartmouth Health Children's Hospital at Dartmouth Hitchcock Medical Center referred Danielle to VNH for in-home maternal child health services. Anne\*, a maternal child health nurse with VNH supported Danielle even prior to her being able to leave the hospital; "after receiving and reading the files I learned Peyton was under the care of her family and Danielle was still in the hospital. We were able

to arrange my first visit with Peyton to take place in the hospital with Danielle." Anne felt it was so important for Danielle to participate in these appointments and Anne wanted to be there and available, in person to answer all the questions that a new mother might have.

Danielle, though medically compromised and on dialysis was eventually able to go home



and Anne started seeing her and Peyton every week. Anne was able to help and guide Danielle through those scary, unpredictable first weeks with a newborn. Anne worked with Danielle and things started to fall into place for Peyton and Danielle. Anne was eventually able to discharge Peyton, but she and Danielle agreed that she still had obstacles to overcome due to her health issues and needed additional support.

“Anne has been so very helpful to me from a medical standpoint however, her support through all of the emotional things that I have going on has been amazing. She has been very encouraging and uplifting and I need that because I can get discouraged with my health situation at times. She reminds me of where I have come from, how bad I was in the hospital and how well Peyton and I are both doing now.”

Danielle was also so appreciative of how helpful Anne was when she was feeling stressed about going back to work. “I was telling Anne how I like my job, but I’m exhausted and a five day workweek sounds daunting to me right now. I have so many medical appointments and dialysis that it honestly feels like a full time job.”

With Anne’s help and encouragement, Danielle finally decided to apply for long term disability. “I spent a lot of time with Danielle navigating the system and I think she was relieved that we found a solution. I don’t normally visit people for that length of time but we give people what they need, time and guidance and that



is what she needed. I am so lucky that I work for an agency that lets me do this. Each case is different and VNH lets me use my own judgment about how much time I spend with each patient.”

Danielle has a long road ahead of her but with the help of VNH and Anne she has the support she needs to keep herself and Peyton healthy and happy. “I would not know what to do without her. Anne is a very important part of my life right now.”

When you support VNH programs such as the Maternal Child Health program, you help a mom like Danielle and her baby Peyton receive the care and support that they both need starting out. We hope we can we count on your support.

# Donor's Corner

## Why I Give



### **Dr. Robert Welsch, a medical anthropologist**

was a professor with Franklin Pierce University for 11 years and a visiting professor at Dartmouth College for 14 years before that. During that time he mentored many students before retiring from teaching. It was through his mentorship of a student working on her thesis that he became familiar with VNH. Rob had always felt strongly about supporting his community and his first donation to VNH was due to knowledge gained from his student's work. He recognized the great services provided, the necessity of the services and the need for funding.

As life happens, Rob benefited from VNH home health services after he broke his leg in 2014 and again in 2019 after he had heart surgery. Not only did nurses help him by coming to see him regularly, performing checkups, and making sure he was progressing but they also helped his wife, by offering support and showing her things she could do to help move along Rob's recovery.

These experiences reinforced Rob and Sarah's beliefs that donating what they can along with others, collectively can add up to make a big impact. "These days medical reimbursements don't cover much and we believe in giving whether we need the service or not, as

someone else does need them. This makes us a whole community, a caring community.

***"A vibrant, healthy community relies on more people knowing about and supporting VNH,"*** Rob said.

Rob and Sarah remember receiving a handwritten note of thanks from a member of the VNH development staff. "It was striking to receive a personal handwritten note which added to our desire to help out in whatever way we could like soliciting others, speaking on their Let's Talk series and contributing what we can financially."

Rob's philanthropy is focused on local agencies especially those that reach out to the whole community and particularly those supporting the elderly in our area where we have such a large portion of seniors. "VNH is a vital key to making a community work. It is so good to know they are here. I see VNH services helping everyone, whether someone is recently discharged from the hospital or maybe it is a family, child, parent etc. that may need support at home. ***"To me supporting VNH and keeping it vital is a no brainer in order to keep our communities going. VNH makes people's lives a whole lot easier and my wife and I know this first hand."***

## Board Member Support

# Devon Green



**Devon Green**, Vice President of Government Relations at the Vermont Association of Hospitals and Health Systems joined the Board of Trustees at VNH in 2017. As an attorney who has worked in health care policy for ten years, she represented many clients in Medicare coverage cases for home health services, and understands the incredible value that caring for patients following injury or serious illness in their homes can bring.

While finishing her master's degree at Dartmouth College she learned of an opportunity to serve as a volunteer on the VNH Board of Trustees and welcomed the opportunity. Five years later, now serving as chair on the committee Devon states one of the most gratifying parts of her service is making annual thank you calls to donors. Stating "Through those calls, I've heard incredible stories of VNH staff members going

above and beyond. The care and kindness of the VNH employees have an incredible impact on patients and families that lasts for years, even decades."

The Board of Trustees recognize the importance of donating more than just their time to VNH but also their resources. Devon feels that by donating to the organization, she and the other board members support the teams' to explore innovative ways to meet the changing demands of community members throughout the region. She feels pride in her donations, saying "I admire and respect everyone who works at VNH. The work is so difficult and demanding, yet everyone remains incredibly dedicated and professional." As chair of the board, she asks that all board members follow her lead and continue contributing each year successfully achieving 100% participation.

# Report of Gifts \$500-\$999

Adimab Llc  
Rep. Susan W. Almy  
Benedictine Monks of Weston  
Priory  
Jane and Arthur Bratton  
Charitable Trust  
Mr. William M. Chester, Jr.  
Mr. and Mrs. Andrew M. Cole  
Mr. and Mrs. Charles M. Crocker Sr.  
Suzanne R. Dworsky  
Mr. Eric V. Edmonds and Ms. Nina  
Pavcnik  
Dr. Pamela Ely  
Mr. and Mrs. Charles Fish  
Foundation for Home Health Inc.  
Mrs. Barbara F. Hall

Ms. Marvel J. Hauger  
Mr. and Mrs. Harry Holland  
Mr. and Mrs. David F. Lent  
Dr. Keith J. Loud and Dr. Nina  
Sand-Loud  
Dr. Cristine J. Maloney and Mr.  
David J. DeBoy  
Margaret McGonigal  
Mr. John R. McVicar  
Mr. and Mrs. David Mitchell  
Mr. Wilfred D. Moore  
Mr. and Ms. John Ohaus  
Mr. and Mrs. Winthrop D. Piper  
Mr. and Mrs. Nathan G. Pond  
Mr. and Mrs. Douglas A. Priestley  
Mr. and Mrs. Frederick Roesch

Rondo  
Ms. Anne S. Segal  
Ms. Florence Short  
Sybil Sloan  
Mr. and Mrs. William Sloan  
Dennis Smith  
Mr. John S. Stebbins  
Stettenheim Foundation  
Mr. Joel Stettenheim and Ms.  
Signe Taylor  
Diane and Michael Teetsel  
Dr. and Mrs. Andrew T. Torkelson  
Mr. and Mrs. Raymond G. Wilkins  
Dr. and Mrs. Douglas Williamson  
Louise Young

## \$1,000-\$2,499

Jane Adams  
Ms. Johanna Beliveau  
Mr. and Mrs. Pete A. Bleyler  
Bryant Chucking Grinder Co -  
Charitable Foundation  
Mr. and Mrs. Winston Burgess  
Casella Waste Management  
Mr. and Mrs. John C. Chester Jr.  
Dr. Aimee Claiborne  
Rick Cooley  
Mr. Timothy Covell  
Crown Point Cabinetry  
Davidson Family Fund  
Michael A. Davidson  
Ms. Hilary R. Davis  
Mr. Howard G. Davis  
Fidelity Charitable Gift Fund  
Mr. and Mrs. James Ferro

Mr. Glenn L. Griffin  
Mr. Paul Guyre  
Mr. Helmer and Ms. Helmer  
Humana  
Mr. Peter Jennison  
Ms. Beverly Lerner  
Mr. Michael Long  
Mr. and Mrs. Doug Loudon  
Mrs. Mado R. Macdonald  
Mrs. Martha Manheim  
McCollom Family Foundation  
Mitchell Family Charitable Fund  
Dr. and Mrs. Walter W. Noll  
Ms. Meg Pennypacker  
Mr. Joseph Piscotty and Ms. Carol  
L. Maulhardt  
Mr. and Mrs. Bruce Richard  
Mr. and Mrs. William L. Risso

Mr. and Mrs. Dana R. Robes  
Mr. and Mrs. David M. Roby  
Mrs. Anne Sa'adah  
Mr. and Mrs. Frank E. Sands  
Mr. and Mrs. John T. Schiffman  
Mr. Barrie Sellers  
Ms. Li Shen and Mr. Stuart S. Blood  
Stannard and Dorothy Dunn  
Charitable Trust  
Mr. David L. Stiger and Ms. Kris  
Karlson  
Mr. and Mrs. E. Clinton Swift  
The Ruml Leithner Family Fund  
Mr. and Mrs. Roger Thompson, Jr.  
Wells Fargo Clearing Services, LLC  
Mr. and Mrs. Stephen L. Whitman

# Report of Gifts, Cont.

**\$2,500+**

Anonymous (7)

Mr. and Mrs. Francis P. Bowles

Arthur Bratton

Byrne Foundation Inc.

Charles Schwab

Cone Auto Machine Co. Charitable Foundation

Couch Family Foundation

Anna W. Dreer

Anna Williams Dreer Fund

Granite United Way/Upper Valley Office

Ernest Griggs

Hanover Consumer Cooperative Society, Inc.

Arthur Hyde

Hypertherm

Lane And Elizabeth C Dwinell Fdn

Dr. and Mrs. John H. Lyons

Mr. and Mrs. Peter J. McLaughlin

New Hampshire Charitable Foundation

Ms. Patricia Polk

Mrs. Elizabeth R. Porter

Smith - Denison Foundation

The Tunbridge Church

United Way Special Distribution Account

Vermont Community Foundation

“

I thank all the nurses who make my visits a great experience. Their knowledge of medications and treatments is astounding. Their compassion is most encouraging. I can't say enough about how I appreciate their dedication.

”



# 2022 Annual Financial Report

For the Year Ending June 30, 2022

Federal and state government payers limit reimbursement for services. Third party payers contract for services at rates below cost and VNH has billing adjustments that represent shortfalls in covering the actual cost of care, including traveler clinician costs and mileage reimbursement to staff driving to patients homes. VNH serves all who qualify, regardless of their ability to pay.

## Operating Revenue

Net Patient Service Revenue:	\$ 17,305,470
Other Operating Revenue:	\$ 19,044,448

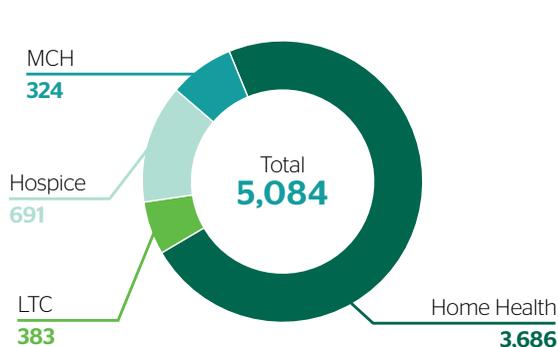
## Operating Expenses

Salaries and Benefits:	\$ 13,341,520
Other Operating Expenses:	\$ 10,029,579
Depreciation and Amortization:	\$ 610,015
Interest Expense:	\$ 58,349

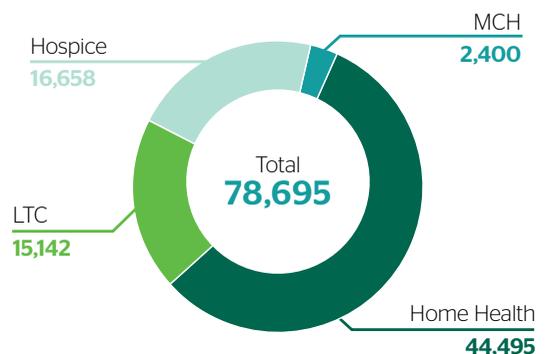
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<i>Total Operating Expenses:</i>	<i>\$24,039,463</i>
<i>Operating Loss:</i>	<i>\$(4,995,015)</i>

### PATIENTS SERVED



### PATIENT VISITS



# CONSOLIDATED BALANCE SHEETS

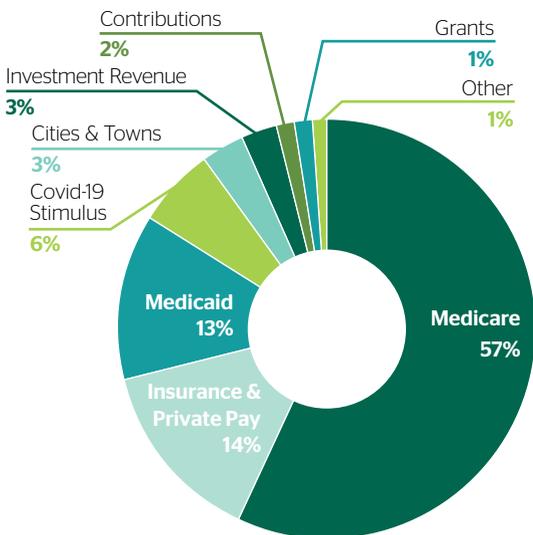
JUNE 30, 2022 AND JUNE 30, 2021

## Assets:

	2022	2021
Total Current Assets:	\$ 3,466,343	\$ 8,107,178
Assets limited as to use:	\$ 24,287,219	\$ 27,427,386
Rights to use assets:	\$ 105,857	\$ 486,960
Property and Equipment, Net:	\$ 5,359,899	\$ 3,193,226
<b>Total Assets:</b>	<b>\$ 33,219,318</b>	<b>\$ 38,881,750</b>

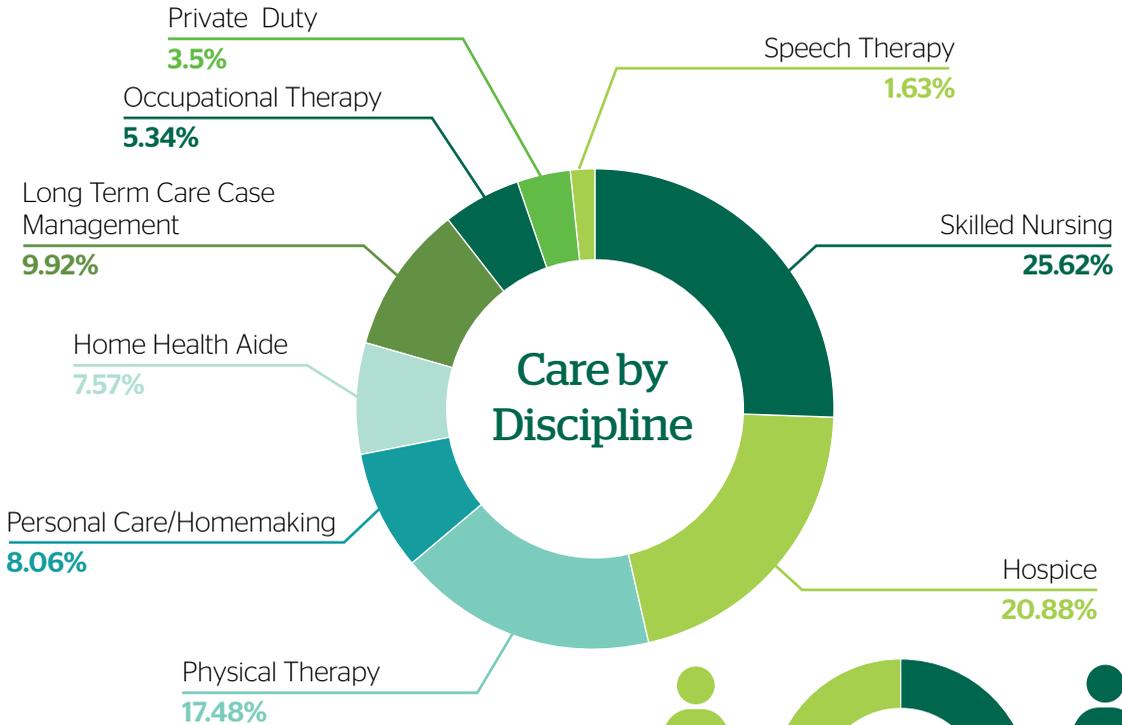
## Liabilities & Net Assets:

	2022	2021
Total Current Liabilities:	\$ 5,069,796	\$ 5,739,329
Lease Obligations, excluding current portion:	\$44,987	\$69,105
Long Term Debt, excluding current portion:	\$ 2,342,976	\$ 2,417,078
<b>Total Liabilities:</b>	<b>\$7,457,759</b>	<b>\$8,225,512</b>
<b>Total Net Assets:</b>	<b>\$33,219,318</b>	<b>\$38,881,750</b>

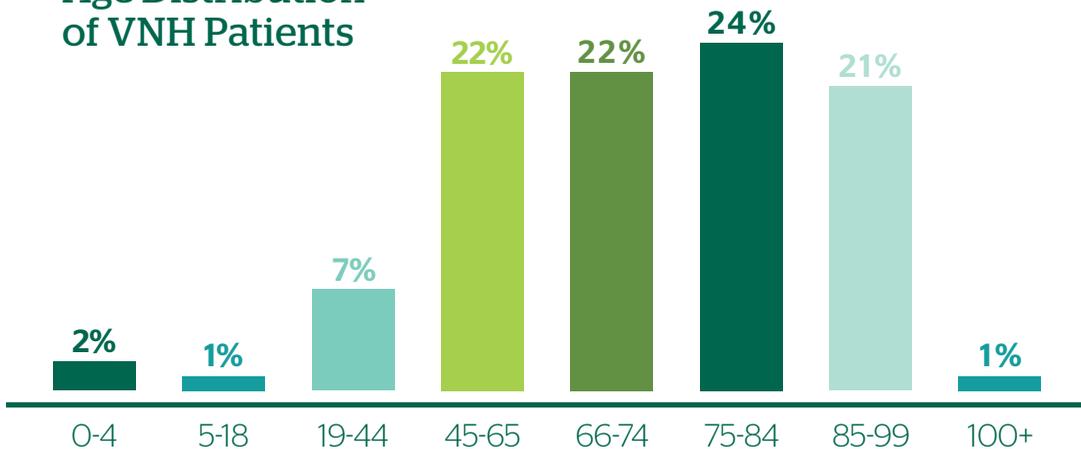


Source		Percent
Medicare	\$ 11,749,564	57%
Insurance & Private Pay	\$ 2,921,965	14%
Medicaid	\$ 2,633,941	13%
Covid-19 Stimulus	\$ 1,273,467	6%
Grants	\$ 276,083	1%
Other Operating	\$ 189,425	1%
Cities & Towns	\$ 665,113	3%
Contributions	\$ 317,414	2%
Investment Revenue	\$ 587,505	3%
<b>Total Revenue</b>	<b>\$ 20,614,477</b>	

# By The Numbers



## Age Distribution of VNH Patients



# VNH Leadership

Johanna L. Beliveau, DNP, MBA, RN  
*President and Chief Executive Officer*

Marty Degen, MBA, CPA  
*Chief Financial Officer*

Tammy Tarsa, MBA, RN  
*Chief Clinical Officer*

Sara Simeone, MSN, RN, LSSBB  
*Vice President, Quality and Compliance*

Ericka Bergeron, MSN, RN  
*Director, Home Health Services*

Gerald Best  
*Director, Revenue Cycle*

Hilary R. Davis, MS  
*Vice President, Strategy Management*

Megan Hawthorne, LICSW  
*Director, Long Term Care Services*

Cristine Maloney, MD, HMDC  
*Hospice Medical Director*

Cheryl George, MA, SHRM-SCP  
*Director Human Resources*

## Board of Trustees

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Deanna Howard, BS

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Visiting Nurse and Hospice for  
Vermont and New Hampshire

Come home to excellent care.

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