



2019
**ANNUAL
REPORT**

VNA & HOSPICE
of the Southwest Region
Serving Bennington and Rutland Counties



“The true meaning of life is to plant trees,
under whose shade you do not expect to sit.”

LETTER TO THE COMMUNITY

At the time we began writing this letter, the entire world was experiencing the rapid spread of the coronavirus. This virus has had repercussions on daily life that we have never seen before. Throughout this pandemic, we have been reminded, once again, what an incredible organization we have - one that is driven by a common purpose to do the right thing for our patients and each other.

While the future is not clear - one thing remains very clear - we are still committed to our community and to providing quality home health and hospice services.

We hope you will also join us in thanking our incredible staff, our board of directors and our volunteers for their incredible commitment to our mission and our communities during 2019, the first half

of 2020 and the challenging months and years ahead.

And, of course, THANK YOU! We sincerely hope that you, as a donor and generous supporter of the VNA & Hospice of the Southwest Region, are equally as proud of the work being done at this agency as we are. With your support our agency is, and will continue to be, part of the solution both for today's crisis and for tomorrow's healthcare needs.

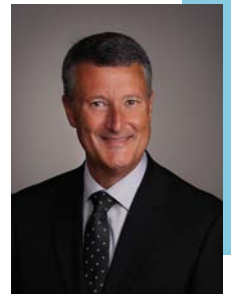
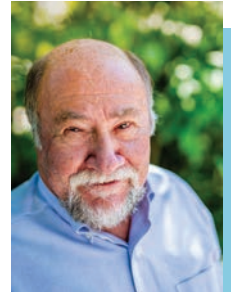
Thank you and be well,



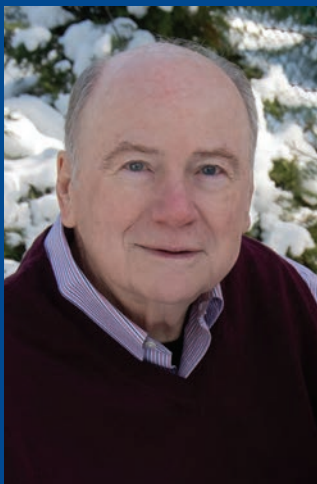
Ron Cioffi, RN
Executive Director



Dante DiBattista,
Board President



DEDICATION



Tom Dowling

In October of 2019, VNA & Hospice of the Southwest Region lost a dear friend and board member, Tom Dowling.

Tom joined the VNAHSR (at the time our organization was known as RAVNAH) in 2007 and served on the board up until his passing. He served in many ways - as Board President, Vice President and Treasurer. He was also a member of the Finance, Trustee and Investment committees. As a member of the development committee, Tom shared with us his expertise and passion for Health Care Law, Non-Profit Organizations and Charitable Giving.

In addition to his service on the board, Tom was a donor, both personally and through the firm of Ryan, Smith & Carbine where

he was a partner. Tom believed that being a board member was about more than attending meetings. He believed that every patient deserved kind, compassionate care and his commitment to those we serve included financially supporting VNAHSR's mission. For this we are truly grateful.

Tom endeared himself to all who knew or met him. He was known for his kind spirit and infectious smile. He will be missed.

We are honored to dedicate this year's Report to the Community in honor of Tom Dowling and all that he did to move our organization forward.

2019 STATISTICS

INDIVIDUALS SERVED

3,920

2,481	HOME HEALTH FOR ADULTS
367	HOSPICE
91	PALLIATIVE CARE
466	LONG TERM CARE PROGRAM
248	CARE PLUS PRIVATE DUTY PROGRAM
163	MATERNAL CHILD HEALTH
4	PEDI HI-TECH
199	KIDS ON THE MOVE - PEDIATRIC REHAB PROGRAM

HOME VISITS BY DISCIPLINE

133,302

43,091	HOME CARE AIDE
13,425	HOMEMAKER
47,611	SKILLED NURSING
28,670	REHABILITATION THERAPIES
10,505	OTHER (MSW, Nutri, Spirit, Interpreter/CIS)



30,080
HOSPICE DAYS OF CARE



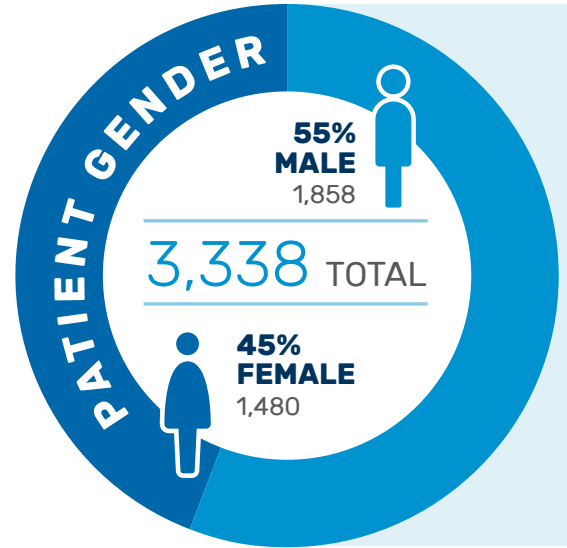
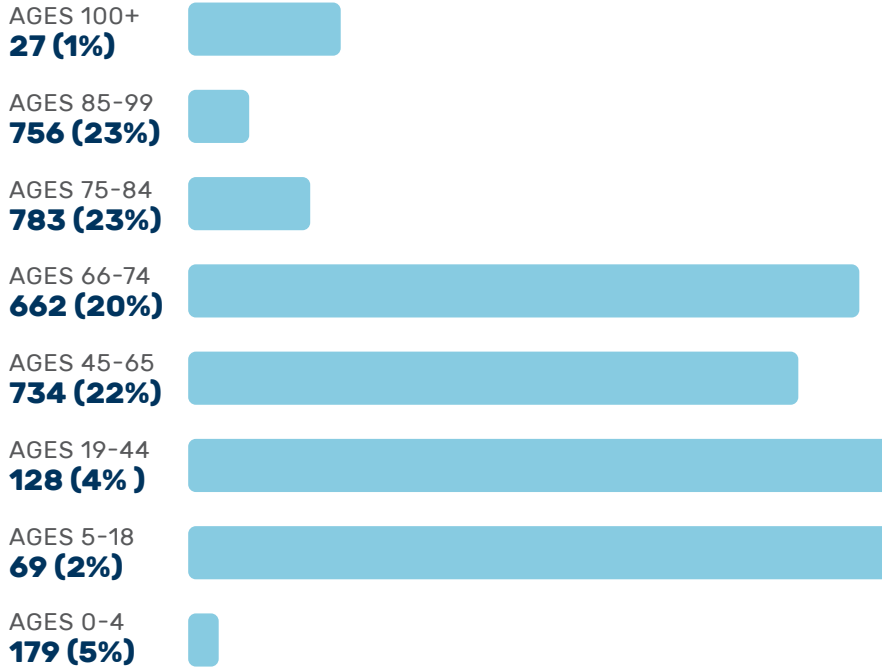
1,297,133
MILES DRIVEN BY VNA CAREGIVERS



REVENUE (all programs) \$22,999,126

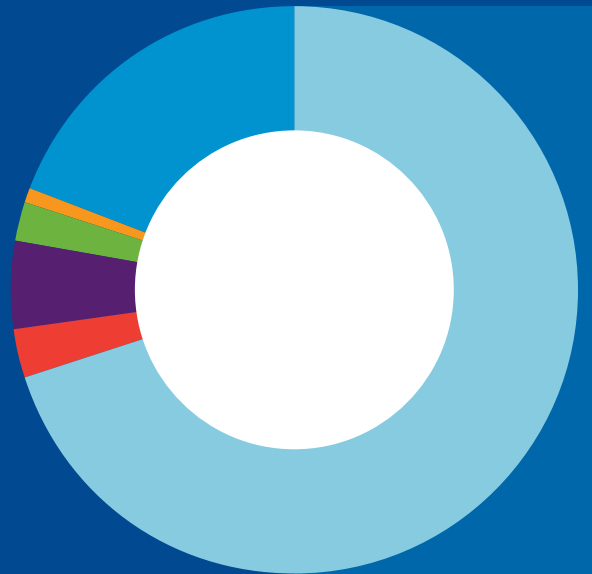
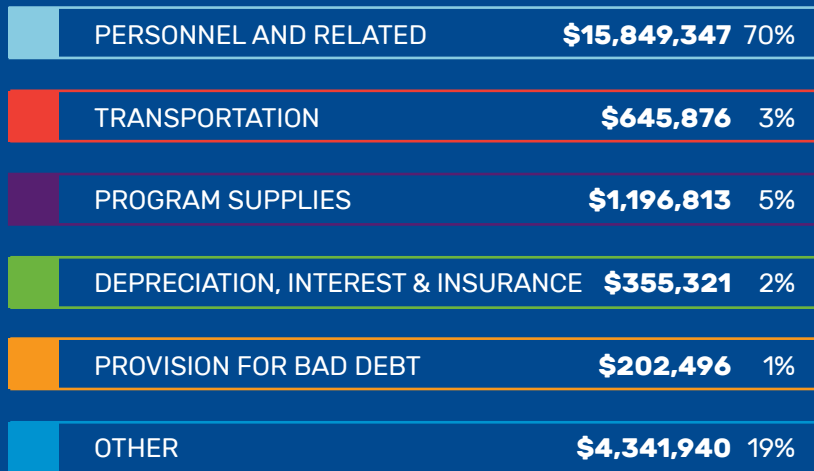
MEDICARE	\$12,485,421	54%
MEDICAID	\$4,729,592	21%
OTHER PAYORS	\$2,904,051	13%
OTHER REVENUE	\$1,743,493	8%
COMMUNITY SUPPORT (United Way and contributions)	\$1,136,569	5%

AGE DISTRIBUTION OF PATIENTS



EXPENSES

\$22,591,793



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WE GRATEFULLY ACKNOWLEDGE THE GENEROUS DONATIONS

that help us provide charitable care services to our community. These gifts provide hope and healing to the homebound ill and disabled and help support specific capital needs and special projects. As a not-for-profit agency, we are honored to merit your support. A separate report for the Life's Journey campaign will be printed at the close of the campaign.

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LIFE'S JOURNEY



"Don't count the days,
make the days count."

- MUHAMMAD ALI



Grand Opening September 2019

Top Left: Bill Bannerman, Chairman, Life's Journey Campaign, Major Donor; Top Right: Dr. Allan Esiemann, Medical Director; Middle Left: Ron Cioffi, RN, Executive Director; Middle Right: Dan DiBattista, Board President; Bottom Left: Nicole Moran, MSN, BA, RN, Chief Clinical Operations Officer, Bill Bannerman and Stacy Oxley, RN, BSN, Hospice Clinical Manager



THANK YOU

Supporting hospice and home care has been a passion for Chris and Bill Bannerman. Impacted by a personal experience with hospice, the couple made a generous gift that culminated in an expansion of our headquarters and the creation of the Bannerman Family Hospice & Palliative Care Center.



Both Bill and Chris have donated countless hours to the agency and continue to be leaders in supporting quality home health care and hospice.

Bill has served on the board of directors of the VNA & Hospice of the Southwest Region (VNAHSR) since 2002 when the agency was simply known as the Rutland Area VNA & Hospice (RAVNAH). As President of the Board of Directors Bill's leadership guided the board and agency through several mergers of smaller home health agencies and capital campaigns to expand both facilities and services. Bill, an active and natural fundraiser served on the agency's first capital campaign, 'The Caregiver Campaign,' in 2003 and most recently chaired the successful Life's Journey Campaign.

Bill was a past recipient the New England Association of Healthcare Philanthropy's (NEAHP) Distinguished Service to Philanthropy Award. The award recognizes a New England philanthropist for outstanding generosity and the contribution of time, talent, leadership and resources.

Bill currently serves on the planning committee for Bella Notte, an important fundraiser for the hospice program.

Chris Bannerman has served the organization as both a hospice volunteer and flu clinic volunteer.

We are honored to have them as part of the VNAHSR family and are proud to have named the new building in their honor - the Bannerman Family Hospice & Palliative Care Center.



Groundbreaking June 2018

LIFE'S JOURNEY

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THANK YOU

We recognize and are grateful to those who supported Life's Journey, a campaign in support of palliative and hospice care.

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The following individuals were recognized by friends and loved ones who made gifts in their honor and memory.

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A LOOK BACK AT 2019

GOLF TOURNAMENTS

The Killington Pico Rotary Golf Tournament celebrated its 31st anniversary in May. It was held at Green Mountain National Golf Course and **raised more than \$2,500** in support of VNAHSR's Hospice services.

In its third year, the VNAHSR Golf Open in Bennington **raised more than \$8,500**. This event takes place at Mount Anthony Country Club. This now yearly event takes place in July.

The 5th Annual Naylor & Breen Open was held in August at Neshobe Golf Course in Brandon. This has become a popular golf outing which **raised more than \$49,000** for the Hospice program.

The 26th annual Rutland Health Foundation Golf Invitational was held in September at Rutland Country Club. This event **raised more than \$45,000** in support of the important programs and services provided by Rutland Regional Medical Center and VNA & Hospice of the Southwest Region.



ROAD RACES

The 27th Annual VSMC 5K **raised more than \$3,300** for VNAHSR's Kids on the Move and Pediatric High Tech programs as well as Vermont Adaptive Ski & Sport. This event takes place in late-April in Rutland.

The Martin Devlin Memorial 5K Fun Run/Walk was held on July 4th in Poultney and **raised more than \$1,600** for the Hospice program.



BELLA NOTTE

Bella Notte, a Beautiful Night for Giving, was held at the Southside Steakhouse in September. This annual fundraiser for the hospice program **raised more than \$40,000**.





KILLINGTON TURKEY TROT

VNAHSR was chosen as the beneficiary of the 9th Annual Killington Turkey Trot which took place on Thanksgiving morning. This event, which included a 5K along with a basket raffle, **raised \$4,000** for Pediatric Programs.



DANCING WITH THE RUTLAND STARS

Season 9 of Dancing with the Rutland Stars was a sold-out event that **raised more than \$46,000** for Kids on the Move and Pediatric High Tech programs. This event is held annually in October at the beautiful Paramount Theatre in downtown Rutland.

THRIFT SHOP

The Thrift Shop located behind the VNAHSR offices in Manchester is a fundraiser for the VNA & Hospice. From clothing to home wares and furniture, you never know what treasures you'll find at the Thrift Shop. We are thankful to our donors who each and every day donate the items that we sell. We are also grateful to all of those who stop in to browse and purchase items. Last year the thrift shop **brought in more than \$120,000** and these funds support the many programs and services provided by the VNA & Hospice.



TOWN FUNDING

Every year, VNAHSR staff makes more than 140,000 visits throughout Bennington and Rutland Counties. What's special about what we do is that we serve every person who needs our care—from mothers and babies, to healthy active adults, and people nearing the end of life. Over the last four years, VNAHSR has subsidized over \$3.3 million in Medicaid and other state programs. We rely on fundraising, grants, and the generous support of our constituents through town funding to help us meet the needs of all in our service area.

In 2019 VNAHSR received town funding **totaling more than \$200,000** from all 33 towns that we were on the ballot for. Your vote in support of our town funding request is a vote for the health and strength of your community. It's a vote for your family, friends, and neighbors. Thank you!

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Executive Director



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*Chief Operating Officer,
Chief Financial Officer*



**Nicole L. Moran,
MSN, BA, RN**
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Harry Snyder
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The 2019 Report to the Community is published by the Office of Philanthropy of the

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