Town of Hanover
Request for Funding for Social Service Agencies
for the FY 2019 Budget Year (July 1, 2020 – June 30, 2021)

Name of Organization Requesting Funding: Visiting Nurse and Hospice for Vermont and New Hampshire (VNH)

Organization’s Fiscal Year (for example: Jan 1 – Dec 31 or Jul 1 – June 30): Jul 1 – Jun 30

Key Contact Person: Terry Hyland, Community Relations Specialist

Mailing Address: 88 Prospect Street, White River Junction, VT 05001

Telephone Number: 888.300.8853 E-mail address: thiland@vnhcare.org

I prefer that you use the following methods to contact me: E-Mail Phone U.S. Mail

☐ Attach a prospectus of the organization outlining its mission, the specific programs provided, and who is served.

☐ Attach a copy of the most recent audited financial statements of the organization. If audited financial statements are not available, attach unaudited financial statements with an explanation of why audited statements are not available.

☐ The specific amount of funding requested from the Town of Hanover is: $27,227.

☐ Describe how these funds will be used (attach statement if additional space is required):

The Town of Hanover’s appropriation helps to offset a portion of the approximately $110,124 in unreimbursed charges that VNH absorbed in serving Hanover residents last year.

☐ Does the organization receive funding from other municipalities? YES NO

If yes, list the other Towns or Cities providing funding and the amount of funding provided:

<table>
<thead>
<tr>
<th>Name of Town or City</th>
<th>FY2017 Received</th>
<th>FY2018 Received</th>
<th>FY2019 Received</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lebanon</td>
<td>59,390</td>
<td>59,390</td>
<td>59,390</td>
</tr>
<tr>
<td>Norwich</td>
<td>15,600</td>
<td>15,600</td>
<td>15,600</td>
</tr>
<tr>
<td>Lyme</td>
<td>10,950</td>
<td>10,950</td>
<td>10,950</td>
</tr>
<tr>
<td>Hartford</td>
<td>41,822</td>
<td>41,822</td>
<td>51,000</td>
</tr>
<tr>
<td>Plainfield</td>
<td>9,875</td>
<td>9,875</td>
<td>9,875</td>
</tr>
<tr>
<td>Thetford</td>
<td>11,536</td>
<td>11,536</td>
<td>11,536</td>
</tr>
<tr>
<td>Bradford</td>
<td>12,450</td>
<td>12,450</td>
<td>12,450</td>
</tr>
<tr>
<td>+ 79 other towns VNH serves in VT and NH</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

☐ Does the organization provide services to Hanover residents? YES NO

If yes, please provide information in the table below on the number of Hanover residents relative to the total number of clients served. This information should be made available for each category of
services or programs provided to Hanover residents. If the size of the table below is not adequate, please provide an attachment with this information.

If you are unable to provide this information, please (a) attach a statement detailing why this information is not available; and (b) provide a statement on how your organization directly benefits the citizens of the Town of Hanover.

***PLEASE SEE ATTACHED TOWN REPORT***

<table>
<thead>
<tr>
<th>Program #1 Description: Home Health Care – short &amp; long term</th>
<th>Clients Served 2 Years Ago</th>
<th>Last Year's Clients Served</th>
<th>This Year's Clients Served</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residents of Hanover</td>
<td>116</td>
<td>139</td>
<td>153</td>
</tr>
<tr>
<td>Total Clients Served</td>
<td>4,115</td>
<td>4,671</td>
<td>4,758</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Program #2 Description: Hospice</th>
<th>Clients Served 2 Years Ago</th>
<th>Last Year's Clients Served</th>
<th>This Year's Clients Served</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residents of Hanover</td>
<td>11</td>
<td>13</td>
<td>17</td>
</tr>
<tr>
<td>Total Clients Served</td>
<td>637</td>
<td>668</td>
<td>659</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Program #3 Description: Skilled Pediatric Care</th>
<th>Clients Served 2 Years Ago</th>
<th>Last Year's Clients Served</th>
<th>This Year's Clients Served</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residents of Hanover</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Total Clients Served</td>
<td>202</td>
<td>224</td>
<td>182</td>
</tr>
</tbody>
</table>

For your application to be considered complete, please respond fully to the following questions:

☐ Does the level of funding you are requesting from the Town of Hanover relate to the actual services provided to the residents of Hanover? If so, please describe how you arrive at the amount of funding you are requesting from the Town of Hanover. (Attach statement if additional space is required):

The total number of services will vary from year to year, depending on the medical needs of the residents. Towns are not asked to fund the entire amount of unreimbursed charges. The goal is to obtain proportionately equal support from all towns we serve based on the U.S. census. The average to which we have been aligning in $4 per capita. This approach has been in place for the last twelve funding cycles. In the case of the Town of Hanover, VNH and town staff agreed that a reasonable census figure was to reduce the population number of Hanover 11,156 (as published by NH Employment Security) by the number of residential undergraduate beds at Dartmouth 3,453 (as published by the Town of Hanover Master Plan). VNH’s request is based on this revised population of 7,703. The 2010 Census lists the population of Hanover to be 11,260, about equivalent to the NH Employment Security figures so we recommend continuing to base our request on the revised population of 7,703.

VNH appreciates the special challenges that the Town faces, and thank the Town for gradually increasing our allocation each year to get closer to the $4 per capita goal. In developing our town funding requests this year, we studied our cost increases and the services provided to residents. This past year, VNH made 4,950 homecare visits to 171 Hanover residents. VNH absorbed approximately $110,124 in unreimbursed charges to Hanover residents.

VNH is facing the same financial constraints that the town, state and federal government is facing. We all have increased needs with reduced finances. Considering all of these factors and the financial constraints placed on towns, it was determined that this year, the VNH would ask for level funding, at $3.53 per capita.
Is the level of funding relative to the level of service provided to Hanover residents commensurate with the level of funding and level of service provided to other communities? If not, why not? (Attach statement if additional space is required):

As a safety net for all residents of the towns we serve, the funding requests are structured relative to the town’s population. A $4 per capita is used in our funding justifications for all towns in our service area.

What would be the impact to Hanover residents if the services provided by your organization were not available? (Attach statement if additional space is required):

Without the Visiting Nurse and Hospice, the Town would see an increase in the utilization of their emergency services. If we did not provide the 4,950 home visits last year to manage patients’ care and prevent emergencies, the Town of Hanover’s emergency services would likely have experienced a significant increase in calls to the police and fire departments for emergency medical assistance. It is well documented that in areas without home healthcare services the demand for emergency services increases as residents do not receive the in-home support to maintain their health and prevent medical emergencies. Patients frequently become dependent on the town’s emergency services for medical assistance. Additionally, the Visiting Nurse and Hospice’s clinicians educate patients on a range of topics, from nutrition to fall hazards and our nurses educate patients on medication management. Without this support, those with medical conditions are at risk of losing their independence as a result of a fall or frequent hospitalization.

For your organization’s funding request to be considered, **complete applications must be received no later than Noon on Friday, December 13, 2019.** Applications should be mailed or delivered to:

Town Manager’s Office
Social Service Funding Request
41 South Main Street
P.O. Box 483
Hanover, NH 03755

or **BY e-mail** to: kerry.osgood@hanovernh.org

The Town Manager’s Office can be reached at 603/643-0701.
9/19/2019

Town of Hanover
41 South Main Street
Hanover, NH 03755

Dear Selectboard and Citizens of Hanover:

Visiting Nurse and Hospice for Vermont and New Hampshire (VNH) would like to express our gratitude to the Town of Hanover for its longstanding support. Understanding the significant pressures on the town budget, we respectfully ask for your consideration of our request for funding in the amount of $27,227.

VNH is an integral part of the community healthcare system in Hanover. Without the services that we provide, there would be a significant gap in the community’s continuum of care. Last year, VNH provided 4,950 visits to Hanover residents of all ages and at all stages of life regardless of ability to pay. As the foremost team of hospice and home health experts for over 140 communities in Vermont and New Hampshire, VNH delivers nursing, hospice and rehabilitation services at home with proven effectiveness, integrity and compassion. Just as local families have counted on us since 1907, you can count on us today.

Our nurses, therapists, and social workers provide assessments, medical care, and education to assist people in maintaining their independence. In addition, we offer regular, free and low-cost blood pressure screenings as well as diabetic and non-diabetic foot care at our community wellness clinics. Patients, particularly our frail elderly and disabled, people with terminal illness, those recovering from major surgery or illness, and children with chronic medical needs, benefit through being able to receive the care they need in the familiarity and comfort of home. We urge you to consider the importance and cost-effectiveness of the work that VNH does to ensure the health and well-being of the community. Home healthcare is significantly less expensive than care provided in institutional settings.

Town funding and other 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 Hanover families in need. In order to continue meeting these needs, we urge the Town of Hanover to budget continued financial support of Visiting Nurse and Hospice for Vermont and New Hampshire.

On behalf of the people we serve, we thank you for your consideration of this request.

With kind regards,

Hilary Davis
Director Community Relations and Development
Visiting Nurse and Hospice for Vermont and New Hampshire (VNH) is a compassionate, non-profit healthcare organization committed to providing the highest quality home health and hospice services to individuals and their families. VNH provides care for people of all ages and at all stages in life, and delivers care to all, regardless of ability to pay.

VNH services reduce costs associated with town programs for emergency response and elder care. With quality care provided at home, there is less need for costly hospital and emergency room trips. And with VNH support, residents can age in place rather than relocating to a state or local nursing home.

Between July 1, 2018 and June 30, 2019 VNH made 4,950 homecare visits to 171 Hanover residents. This included approximately $110,124 in unreimbursed care to Hanover residents.

- **Home Health Care**: 1,905 home visits to 153 residents with short-term medical or physical needs.

- **Hospice Services**: 3,043 home visits to 17 residents who were in the final stages of their lives.

- **Skilled Pediatric Care**: 2 home visits to 1 resident for well-baby, preventative and palliative medical care.

Additionally, residents made visits to VNH wellness clinics at local senior and community centers throughout the year, receiving low- and no-cost services including blood pressure screenings, foot care, and flu shots.

Hanover’s annual appropriation to VNH helps to ensure that all have access to quality care when and where it is needed most. On behalf of the people we serve, we thank you for your continued support.

Sincerely,

Hilary Davis, Director Community Relations and Development (1-888-300-8853)