

Pursuant to RSA 7:32-c-l

FOR FISCAL YEAR BEGINNING 07/01/2019

to be filed with:
Office of the Attorney General
Charitable Trusts Unit
33 Capitol Street, Concord, NH 03301-6397
603-271-3591

Section 1: ORGANIZATIONAL INFORMATION

Organization Name Elliot Health System

Street Address One Elliot Way

City Manchester

County 06 - Hillsborough State NH Zip Code 03103

Federal ID # 02-0512229

State Registration # 14126

Website Address: www.elliothospital.org

Is the organization's community benefit plan on the organization's website? Yes

Has the organization filed its Community Benefits Plan Initial Filing Information form? Yes

IF NO, please complete and attach the Initial Filing Information Form.

IF YES, has any of the initial filing information changed since the date of submission? No IF YES, please attach the updated information.

Chief Executive:

W. Gregory Baxter, MD 6036632402

ineforas@elliot-hs.org

Board Chair:

Charles Rolecek

6036632402

ineforas@elliot-hs.org

Community Benefits

Plan Contact:

Stephen Norton

6036632958

stephen.norton@solutionhealth.org

Is this report being filed on behalf of more than one health care charitable trust? Yes

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Section 1: ORGANIZATIONAL INFORMATION

Organization Name Elliot Hospital

Street Address One Elliot Way

City Manchester

County 06 - Hillsborough State NH Zip Code 3103

Federal ID # 02-0232673

State Registration # 2927

Website Address: www.elliothospital.org

Is the organization's community benefit plan on the organization's website? Yes

Has the organization filed its Community Benefits Plan Initial Filing Information form? Yes

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Chief Executive:

W. Gregory Baxter, MD 6036632402

ineforas@elliot-hs.org

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Charles Rolecek

6036632408

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Section 1: ORGANIZATIONAL INFORMATION

Organization Name Elliot Professional Services Network, Inc.

Street Address 1070 Holt Ave.

City Manchester

County 06 - Hillsborough State NH Zip Code 03109

Federal ID # 33-1003630

State Registration # 11426

Website Address: www.elliothospital.org

Is the organization's community benefit plan on the organization's website? Yes

Has the organization filed its Community Benefits Plan Initial Filing Information form? Yes

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Board Chair:

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6036632402

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Section 1: ORGANIZATIONAL INFORMATION

Organization Name Elliot Physician Network

Street Address 1070 Holt Ave

City Manchester County 06 - Hillsborough State NH Zip Code 03109

Federal ID # -20509589 State Registration # 12402

Website Address: www.elliothospital.org

Is the organization's community benefit plan on the organization's website? Yes

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Section 1: ORGANIZATIONAL INFORMATION

Organization Name Mary & John Elliot Charitable Foundation

Street Address 701 Riverway Place, Bldg 7

City Bedford

County 06 - Hillsborough State NH Zip Code 03110

Federal ID # 02-0512229

State Registration # 12351

Website Address: www.elliothospital.org

Is the organization's community benefit plan on the organization's website? Yes

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Section 1: ORGANIZATIONAL INFORMATION

Organization Name VNA of Manchester & Southern NH, Inc.

Street Address 1070 Holt Ave.

City Manchester

County 06 - Hillsborough State NH Zip Code 03109

Federal ID # 02-0395296

State Registration # 2924

Website Address: www.elliothospital.org

Is the organization's community benefit plan on the organization's website? Yes

Has the organization filed its Community Benefits Plan Initial Filing Information form? Yes

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Chief Executive:

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ineforas@elliot-hs.org

Board Chair:

Maryann Leclair

6036634000

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Section 1: ORGANIZATIONAL INFORMATION

Organization Name VNA Home Health and Hospice, Inc.

Street Address 1070 Holt Ave.

City Manchester

County 06 - Hillsborough State NH Zip Code 03109

Federal ID # 02-0222241

State Registration # 2927

Website Address: www.elliothospital.org

Is the organization's community benefit plan on the organization's website? Yes

Has the organization filed its Community Benefits Plan Initial Filing Information form? Yes

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Section 1: ORGANIZATIONAL INFORMATION

Organization Name VNA Personal Services, Inc.

Street Address 1070 Holt Ave.

City Manchester

County 06 - Hillsborough State NH Zip Code 03109

Federal ID # 02-0395295

State Registration # 2929

Website Address: www.elliothospital.org

Is the organization's community benefit plan on the organization's website? Yes

Has the organization filed its Community Benefits Plan Initial Filing Information form? Yes

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Plan Contact:

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Elliot Health System and its Affiliates (EHS), Elliot Hospital, Elliot Physician Network, Elliot Professional Services, Mary & John Elliot Charitable Foundation and the VNA of Manchester & Southern, NH are pleased to present the FY 2019 Community Benefit Report.

Elliot Hospital - a 296-bed acute care facility and the first community hospital in the state, serves as the cornerstone of the health system. Elliot is home to the Regional Level II Trauma Center, Elliot Behavioral Health Services, Elliot Breast Health Center, Elliot Urgent Care, a Level III Newborn Intensive Care Unit, Elliot Physician Network, Elliot Regional Cancer Center, Elliot Senior Health Center, Visiting Nurse Association of Manchester and Southern New Hampshire, Elliot 1-Day Surgery Center, Elliot Memory & Mobility Center, NH Arthritis Center, Elliot Retail Pharmacy, Elliot Medical Centers in Londonderry and Hooksett, and the Elliot at River's Edge.

Elliot Physician Network & Elliot Professional Services - EHS through the Elliot Physician Network (EPN), and Elliot Professional Services (EPS), both not for profit physician groups, provides primary care and specialty care have over 200 employed physicians as far north as Hooksett, east to Raymond, and south to Windham. The Elliot Physician Network has 20 physician practices in the Greater Manchester area.

Mary & John Elliot Charitable Foundation - The Mary & John Elliot Charitable Foundation is a not for profit, charitable organization created to provide financial support to the various needs of EHS. The Foundation is committed to building an ongoing circle of benefactors whose financial support will help EHS identify and meet evolving healthcare needs.

VNA of Manchester & Southern NH - As one of the region's oldest and most comprehensive not for profit home health providers, the VNA is dedicated to improving the health and well-being of our community by providing compassionate, caring, and accessible healthcare. Since 1897, the VNA has helped individuals and their families face the challenges of recovering from surgery, physical disabilities, and short-term, chronic, and life-limiting illnesses.

On April 30, 2018, Elliot Health System became part of the new non-profit healthcare organization named SolutionHealth. This new non-profit healthcare entity is the combination of two New Hampshire non-profit health care organizations, Elliot Health System (EHS) and Southern New Hampshire Health System (SNHHS), combining together to protect the future sustainability of accessible, comprehensive, value-based clinical care. SolutionHealth is a regional healthcare system with a governing body with members originally sourced from both EHS and SNHHS. This new organization services over 400,000 community members, is located in the two largest and most diverse cities in New Hampshire and employs over 700 physicians and advanced practice providers.

Section 2: MISSION & COMMUNITY SERVED

Mission Statement: Elliot Health System strives to:

INSPIRE wellness HEAL our patients

SERVE with compassion in every interaction

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): Elliot Hospital dedones its primary service area as the towns and cities of Auburn, Bedford, Candia, Deerfield, Derry, Goffstown, Hooksett, Manchester, New Boston, and Raymond. In addition, Elliot Hospital includes in its secondary service area the towns of Allenstown, Amherst, Dunbarton, Litchfield, Merrimack and Weare.

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

Elliot Hospital Primary Service Area Population Profile

		13 1 1/2 v 1 10 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	5 Yr	5 Yr %-	Pop 65+	Pop 65+	65+5 Yr	65 1 5 Yr %
Тоул	Pop 2018	Pop 2023	Change	Change	2018	2023	Change	Change
Auburn	5,404	5,510	106	2%	723	1,030	307	42%
Bedford	22,556	22,894	338	1%	3,883	5,025	1,142	29%
Candia	4,212	4,277	65	2%	615	844	229	37%
Chester	4,806	4,903	97	2%	556	877	321	58%
Deerfield	4,210	4,380	170	4%	604	841	237	39%
Derry	34,175	35,038	863	3%	4,236	5,847	1,611	38%
Goffstown	14,761	14,922	161	1%	2,592	3,285	693	27%
Hooksett	14,245	14,420	175	1%	2,081	2,805	724	35%
Londonderry	1	26,939	640	2%	3,498	4,914	1,416	40%
Manchester	115,565	118,666	3,101	3%	17,515	22,552	5,037	29%
New Boston	5,706	5,780	1	19	656	866	210	
Raymond	10,465	10,672	***	29	1,403	1,920	517	
Total	262,404		5,997	29	38,362	50,806	12,444	32%

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?

2019 - Copy of the Community Health Needs Assessment is available at:

https://www.elliothospital.org/website/downloads/Manchester-Report-Final-compressed.pdf (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	100
2	200
3	300
4	360
5	370
6	400
7	500
8	520
9	600

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	
В	
С	
D	
E	
F	
G	

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).

A. Community Health Services		Nee	inity d ssed	Unreimbursed Costs (preceding year)	Unreimbursed Costs (projected)
Community Health Education	2	3	8	\$7,139.00	\$7,100.00
Community-based Clinical Services	3			\$41,444.00	\$41,000.00
Health Care Support Services	1			\$201,460.00	\$201,000
Other:					

B. Health Professions Education	Community Need Addressed	Unreimbursed Costs (preceding year)	Unreimbursed Costs (projected)
Provision of Clinical Settings for Undergraduate Training		\$110,134.00	\$105,000.00
Intern/Residency Education		\$244,789.00	\$245,000.00
Scholarships/Funding for Health Professions Ed.			
Other:		\$558,020.00	\$558,000

C. Subsidized Health Services	Community Need Addressed	Unreimbursed Costs (preceding year)	Unreimbursed Costs (projected)
Type of Service: Behavorial Health Services	1 5	\$5,109,008.00	\$5,109,000.00
Type of Service: Trauma Services	1	\$2,570,123.00	\$2,570,100.00
Type of Service: Primary Care	1	\$4,530,309.00	\$4,530,300.00
Type of Service: Adult Services	1 3	\$4,285,157.00	\$4,285,100.00
Type of Service:	1	\$4,951,729.00	\$4,951,729.00

^ · ·		
Other Services		

D. Research	Community Need Addressed	Unreimbursed Costs (preceding year)	Unreimbursed Costs (projected)
Clinical Research	1	\$34,689	\$34,000
Community Health Research			
Other:			

E. Financial Contributions	Community Need Addressed	Unreimbursed Costs (preceding year)	Unreimbursed Costs (projected)
Cash Donations	1 9	\$436,783.00	\$436,000.00
Grants	1 9	\$437,986.00	\$437,000.00
In-Kind Assistance	9	\$334,009	\$334,000.00
Resource Development Assistance			

F. Community Building Activities	Community Need Addressed	Unreimbursed Costs (preceding year)	Unreimbursed Costs (projected)
Physical Infrastructure Improvement	gen min		
Economic Development	an en aa		
Support Systems Enhancement	1 2 7	\$761,319.00	\$761,300
Environmental Improvements			
Leadership Development; Training for Community Members			
Coalition Building			
Community Health Advocacy			

G. Community Benefit Operations	Community Need Addressed	Unreimbursed Costs (preceding year)	Unreimbursed Costs (projected)
Dedicated Staff Costs	9	\$74,856.00	\$74,000.00
Community Needs/Asset Assessment			
Other Operations	9	\$332,514.00	\$332,500.00

H. Charity Care	Community Need Addressed	Unreimbursed Costs (preceding year)	Unreimbursed Costs (projected)
Free & Discounted Health Care Services	1	\$9,851,381.00	\$9,851,300.00

I. Government-Sponsored Health Care	Community Need Addressed	Unreimbursed Costs (preceding year)	Unreimbursed Costs (projected)
Medicare Costs exceeding reimbursement	1	\$66,235,960.00	\$66,236,000.00
Medicaid Costs exceeding reimbursement	1	\$65,098,862.00	\$65,099,000.00
Other Publicly-funded health care costs exceeding reimbursement			

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Section 5: SUMMARY FINANCIAL MEASURES

Financial Information for Most Recent Fiscal Year	Dollar Amount		
Gross Receipts from Operations	\$1,376,612,393.00		
Net Revenue from Patient Services	\$529,192,607.00		
Total Operating Expenses	\$562,402,990.00		
Net Medicare Revenue	\$144,416,513.00		
Medicare Costs	\$210,652,473.00		
Net Medicaid Revenue	\$48,084,633.00		
Medicaid Costs	\$113,183,495.00		
Unreimbursed Charity Care Expenses	\$9,851,395.00		
Unreimbursed Expenses of Other Community Benefits	\$25,021,468.00		
Total Unreimbursed Community Benefit Expenses	\$34,872,863		
Leveraged Revenue for Community Benefit Activities			
Total Community Benefits including Leveraged Revenue for Community Benefit Activities	\$34,872,863		

Section 6: COMMUNITY ENGAGEMENT in the Community Benefits Process

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.		Prioritization of Need	Development of the Plan	Commented on Proposed Plan
Amoskeag Health - K. McCraken		\boxtimes	\boxtimes	\boxtimes
2) Granite United Way - P. Tufts	\boxtimes	\boxtimes	\boxtimes	\boxtimes
3) Catholic Medical Center - J. Pepe, MD	\boxtimes	\boxtimes	\boxtimes	\boxtimes
4) Families in Transition - C. Kuhn	\boxtimes	\boxtimes	\boxtimes	\boxtimes
5) Darmouth-Hitchcock - S. Paris		\boxtimes	\boxtimes	\boxtimes
6) City of Manchester School District - A. Allen	\boxtimes	\boxtimes	\boxtimes	\boxtimes
7) Waypoint - B. de Toledo	\boxtimes	\boxtimes	\boxtimes	\boxtimes
8) Elliot Health System - W. G. Baxter, MD		\boxtimes	\boxtimes	\boxtimes
9) City of Manchester - J. Craig	\boxtimes	\boxtimes	\boxtimes	\boxtimes
10) Mental Health Center of Greater Manchester - W. Rider	\boxtimes		\boxtimes	\boxtimes
11) City of Manchester Police Department - C. Capano		\boxtimes	\boxtimes	\boxtimes
12) NeighborWorks Southern NH - R. Tourigny	\boxtimes	\boxtimes	\boxtimes	\boxtimes
13) SolutionHealth - S. Norton		\boxtimes	\boxtimes	\boxtimes
14)				
15)				
16)				
17)				
18)				
19)				
20)				
21)				
22)				
23)				
24)				
25)				

Please provide a description of the methods used to solicit community input on community needs (attach additional pages if necessary):

Section 7: CHARITY CARE COMPLIANCE

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

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