



Center for
Hospice Care

choices to make the most of life™

Board of Directors

August 19, 2020

2020 Average Daily Census

- January = 431 May = 423
- February = 436 June = 428
- March = 426 July = 433
- April = 431 Aug 1- 18 = 444

*ADC YTD July is up 4% from 2019, at 433 with
a breakeven budget at 398*

Updates

- YTD thru April referrals were down 14% from same time in 2019. Now down just 1%. YTD July conversion rate is at a record 76%.
- Both IPU occupancy YTD down 23-24%.
- ADC hit 451 on 8/7, first time above 450 since February prior to pandemic.
- ECF census slowly beginning to recover.
- New VP/COO to start on 9/14/2020.
- Pediatric Palliative Care Team

Updates

- MADS receives nearly \$40G from State of IN.
- Raclin House Update – HHS said on 8/17 routine surveys to resume. No word from ISDH.
- Virtual Volunteer Recognition recorded 8/11.
- NHERT CEO retirements.
- 2019: The Year in Review
- HHS Stimulus \$\$\$ Update
- New Medicare Hospice Rates on 10/1/2020.

Updates

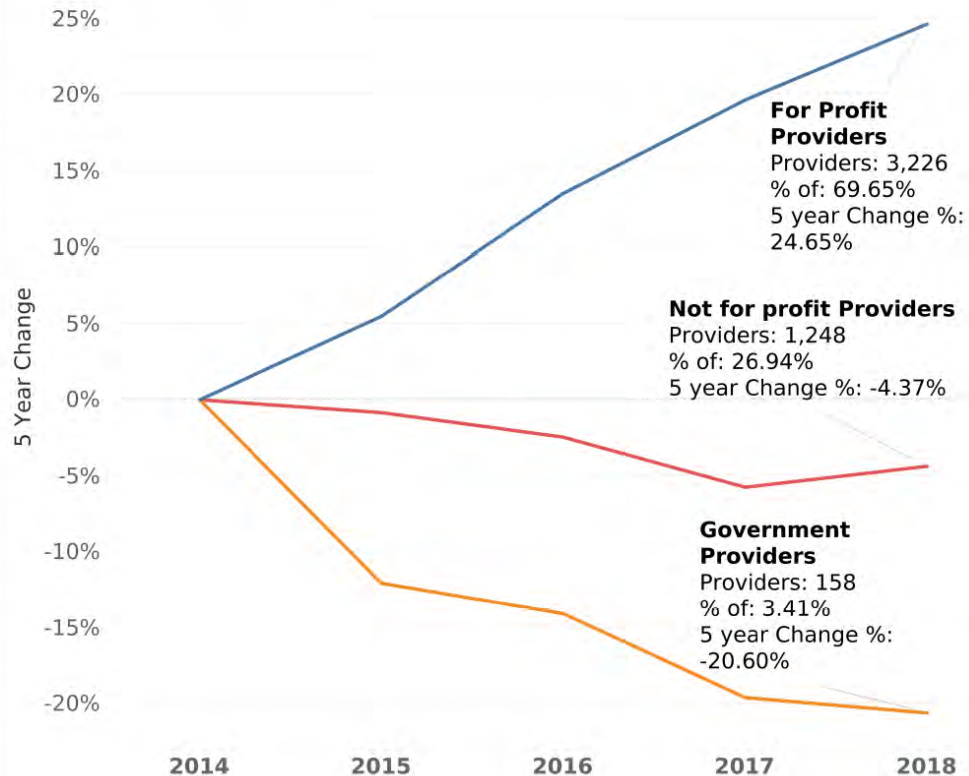
- Through June 2020 CHC has recognized \$12,181,437 of per diem gross revenue. If the 2021 rates had been in place January 1, we would have recognized an additional \$610,830. Annualized that would be \$1,221,660 of additional revenue. Based on the new rates, CHC should see approximately \$305,000 of additional per diem gross revenue in 2020 Q4.

Who Provides Care? (continued)

Tax Status

As shown in figure 22, 69.7% of active Medicare provider numbers were assigned to hospice providers with for-profit tax status and 26.9% with not-for-profit status. For-profit hospice providers grew by 24.7 % since 2014 while non-profit hospice providers retracted 4.4%. Government-owned hospice providers comprised only 3.4% and has also declined by more than 20% since 2014.

Figure 22: Providers by Type





Center for
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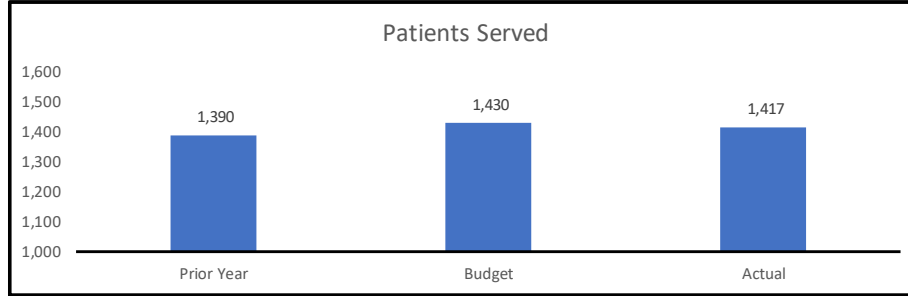
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Board of Directors

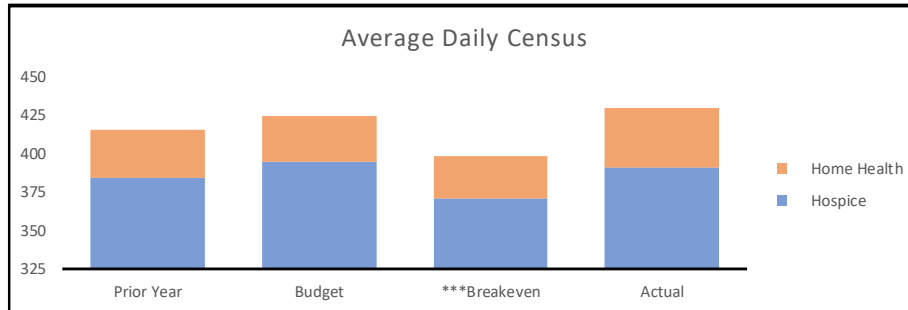
August 19, 2020

Center for Hospice Care
July 31, 2020

Patients Served	Prior Year	Budget	Actual
	1,390	1,430	1,417



Average Daily Census	Prior Year	Budget	***Breakeven	Actual
Hospice	383.75	394.66	370.80	390.46
Home Health	31.34	29.44	27.66	39.28
Total Average Daily Census	415.09	424.10	398.46	429.74



*** Budgeted Breakeven

**Center For Hospice Care
Summary Income Statement**

	January	February	March	April	May	June	July	YTD Actual	YTD Budget	YTD Variance
Operating Revenue										
Hospice Medicare Benefit	2,135,296	1,758,756	1,943,544	1,740,937	1,778,862	1,674,905	1,879,668	12,911,968	12,985,773	(73,805)
Medicaid Hospice Benefit	12,573	10,580	22,196	3,891	16,807	39,505	33,344	138,896	107,851	31,045
Private Ins Hospice Benefit	49,660	102,754	28,231	91,460	71,972	99,403	144,585	588,065	928,764	(340,699)
Self-Pay Hospice Benefit	613	10,310	(4,577)	600	(987)	(5,063)	493	1,390	45,020	(43,630)
Hospice House R&B									5,217	(5,217)
Medicare Home Health	17,138	9,802	1,924	28,076	26,439	33,911	30,854	148,143	137,215	10,928
Medicaid Home Health	311	452	128	234	1,017	23	128	2,293	181	2,112
Private Ins Home Health	(4,489)	4,722	4,455	(4,689)	(500)	63,124	(64,406)	(1,783)	22,697	(24,480)
Self-Pay Home Health									3,984	(3,984)
Total Operating Revenue	2,211,102	1,897,376	1,995,901	1,860,509	1,893,610	1,905,808	2,024,666	13,788,972	14,236,702	(447,730)
Other Income										
Interest Income	1,133	1,246	1,196	1,208	1,471	1,374	1,424	9,052	4,900	4,152
Change in Ben Int in Foundation	(161,969)	(1,130,300)	(2,662,010)	1,634,335	852,822	376,724	813,332	(276,066)	332,506	(609,072)
CADS Income	25,333	21,986	21,263	393		11,968	18,236	99,180	210,000	(110,820)
Miscellaneous Income	2,230	351	2,529	1,148	5,393	(2,770)	94	8,975	14,581	(5,606)
Total Other Income	(133,273)	(1,106,717)	(2,637,022)	1,637,084	859,686	387,296	833,086	(158,859)	561,987	(721,346)
Total Revenue	2,077,829	790,659	(641,121)	3,497,593	2,753,296	2,293,104	2,857,752	13,630,113	14,798,689	(1,169,076)
Total Expenses	1,869,540	1,794,106	1,976,054	1,815,781	1,804,383	1,885,270	1,806,315	12,951,457	13,851,541	900,080
Net Gain	208,289	(1,003,447)	(2,617,175)	1,681,812	948,913	407,834	1,051,437	678,656	947,148	(268,495)
Beneficial Int in Foundation	(161,969)	(1,130,300)	(2,662,010)	1,634,335	852,822	376,724	813,332	(276,066)	332,506	(608,572)
Net w/o Beneficial Interest	370,258	126,853	44,835	47,477	96,091	31,110	238,105	954,722	614,642	(340,077)

**Center for Hospice Care
Financial Summary
July 31, 2020**

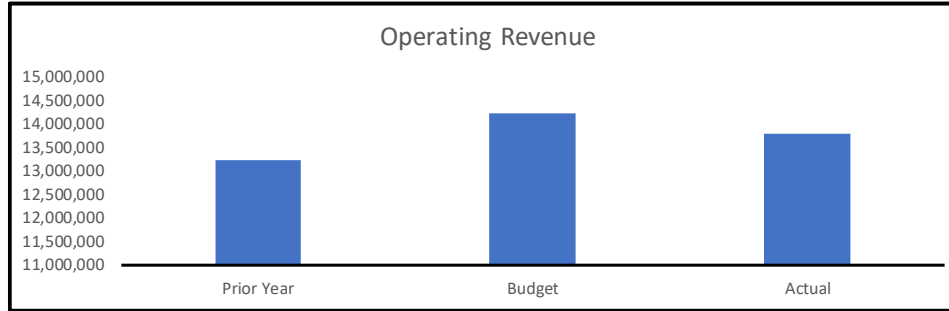
July 2020 Year to Date Summary	Center for Hospice Care	Hospice Foundation	GPIC	Combined
CHC Operating Income	13,788,972			13,788,972
MADS Revenue	99,180			99,180
Development Income		582,759		582,759
Partnership Grants			214,847	214,847
Investment Income (Net)		808,871		808,871
Interest & Other	18,027	106,916	33,521	158,464
Beneficial Interest in Affiliate	(276,066)	(32,765)		
Total Revenue	13,630,113	1,465,781	248,368	15,653,093
Total Expenses	12,951,457	1,742,848	281,133	14,975,438
Net Gain	678,656	(277,067)	(32,765)	677,655
<i>Net w/o Beneficial Interest</i>	<i>954,722</i>	<i>(244,302)</i>		
<i>Net w/o Investments</i>				<i>(131,216)</i>

**Center for Hospice Care
Financial Summary
July 31, 2020**

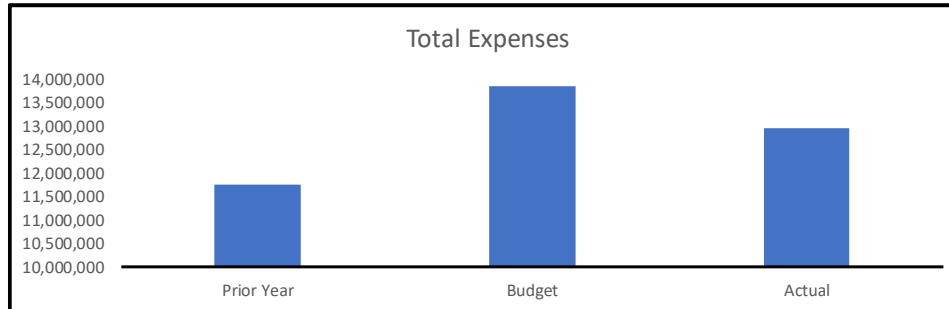
<u>Difference</u>	<u>Center for Hospice Care</u>	<u>Hospice Foundation</u>	<u>GPIC</u>	<u>Combined</u>
CHC Operating Income	549,754	0	0	549,754
MADS Revenue	(108,696)	0	0	(108,696)
Development Income (Net)	0	(761,995)	0	(761,995)
Partnership Grants	0	0	(170,385)	(170,385)
Investment Income (Net)	0	(1,890,339)	0	(1,890,339)
Interest & Other	774	68,020	9,769	78,563
Beneficial Interest in Affiliate	(2,575,799)	(33,131)		
Total Revenue	(2,133,967)	(2,617,445)	(160,616)	(2,303,098)
Total Expenses	1,217,323	(40,645)	(127,485)	1,049,193
Net Gain	(3,351,290)	(2,576,800)	(33,131)	(3,352,291)
<i>Net w/o Beneficial Interest</i>	<i>(775,491)</i>	<i>(2,543,669)</i>		
<i>Net w/o Investments</i>				<i>(1,461,952)</i>

Center for Hospice Care
July 31, 2020

	Prior Year	Budget	Actual
Operating Revenue	13,239,218	14,236,702	13,788,972



	Prior Year	Budget	Actual
Total Expenses	11,734,134	13,851,541	12,951,457





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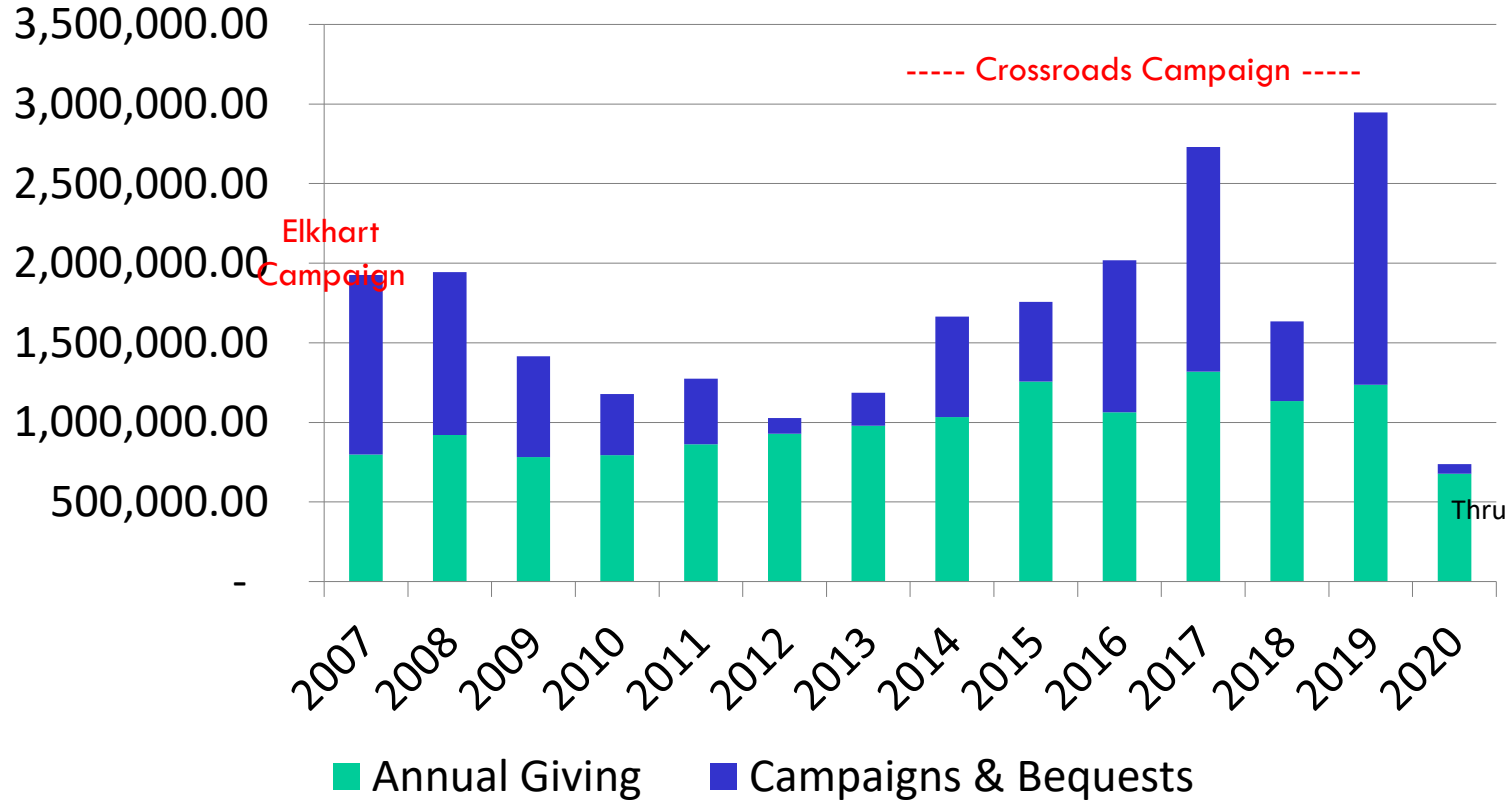
August 19, 2020



Center for Hospice Care Board of Directors

August 19, 2020 Update

HF Fundraising Since Inception



Post-Campaign Fundraising Initiatives

1. **Expand unrestricted giving** through existing annual giving programs while identifying and evaluating new programs to bolster this area.
2. **Endow key mission support programs** (e.g. Camp Evergreen, After Images, We Honor Veterans, etc.)
3. Establish a process to identify **annual fundraising priorities**.
4. Determine, and then pursue, a realistic **base of support for GPIC**.
5. Establish, announce and immediately begin to promote a planned giving society – **The Cornerstone Society**.
6. Work towards the identification, education, cultivation and eventual solicitation of the **next generation** of hospice donors.
7. Care Connections at **Milton Village** fundraising initiative.



Community Education



Professional Education



Student Learning

How Should a Life's Journey End?

The Center for Education & Advance Care Planning offers comprehensive end-of-life planning and education resources. Whether you're a [medical professional](#), a [trusted advisor](#) or want to learn how to start discussions about end-of-life and/or advance care planning, we're here to help.



Honoring Choices®
INDIANA – NORTH CENTRAL



Partnerships



Research and Education



Global Collaboration

Enhancing Access to Palliative Care Worldwide



ENTRY FEATURE

BARK ENTRANCE

COMFORT PLACE

CAMPUS ENTRANCE

RESIDENTIAL DEVELOPMENT

MAINTENANCE

PARKING LOT-98 SPACES

MAIN BUILDING

SEAT WALL WITH SCULPTURE NODE

WATER FOUNTAIN

PATIENT CARE STAFF PHASE 2 (2 STORY)

VETERANS MEMORIAL

PINE STREET

GUEST HOUSE

ERNESTINE M. RACLIN HOUSE PHASE 3

MADISON STREET

PALLIATIVE CARE CENTER

CEDAR STREET

RIVERWALK-12' WIDE



Maintenance Building



Ernestine M Raclin House



Roseland Remodel



36th Helping Hands Award Recipients



40/40
in 2020

36th annual
Helping Hands
award dinner

honoring
Mrs. Zoreen & Rafat
Ansari

~~MAY 6, 2020~~

MAY 5, 2021



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