



Center for
Hospice Care

choices to make the most of life™

Board of Directors

May 19, 2021

2021 Average Daily Census

- January = 396
- February = 399
- March = 394
- April = 392
- May 1- 17 = 387
(was 391 5/17)

*ADC YTD April is down 18% from 2020, at 395
with a 2021 breakeven budget at 414*

Updates

- YTD thru April referrals were down 2.7% from same time in 2020. YTD April conversion rate is at 69% down from 75% last year.
- Both IPU LOS stays are up with Raclin up 39% and Esther's House up 32%, both over five days with E.H. closing in on 6 days.
- Referrals and ADC are due to ECF census being down since the pandemic. 30-31% of our ADC was in facilities and that's now 23%.

Updates

- Construction of Care Connections at Milton Village is on target. We will not be kicked out of the Colfax site but may have to pay more rent next month.
- The Annual Volunteer Recognition will be held in-person in July, likely at The Armory.
- HHS Stimulus \$\$\$ Update
- Medicare contractor long length of stay audit.

Updates

- Four new additional NHERT members brings the current number to 13. Meeting in-person in Oct. for the first time since Jan. 2020.
- CHC Clinical Staffing Update
- Board Committee Service Opportunities. 2021 is the year for the CHC Bylaws review.
- Part of the Biden infrastructure plan includes \$400 billion into Home & Community Based Services which *could* lead to a PC benefit.



Center for Hospice Care

choices to make the most of life™

Board of Directors

May 19, 2021



Center for Hospice Care

choices to make the most of life

Board of Directors
May 19, 2021
7:15 AM



ANNUAL REPORT
December 31, 2020



- Reviewed by Kruggel Lawton with Finance Committee
- Issued in draft form
 - Single audit
- Revised 2020 statements
 - Contingency for long length of stay audit
 - A/R timing adjustment
- Accompanying notes

Summary Balance Sheet
Center for Hospice Care
December 31, 2020

Revised - Post Audit

2020 Revised

<u>Assets</u>	<u>October 31, 2020</u>	<u>November 30, 2020</u>	<u>December 31, 2020</u>	<u>December 31, 2019</u>	<u>Net Change</u>
Cash and Equivalents	8,341,532.61	8,791,526.42	9,047,964.59	4,736,588.49	4,311,376.10
Intermediate Cash	0.00	0.00	0.00	0.00	0.00
Long Term Cash	0.00	0.00	0.00	0.00	0.00
Other Investments	0.00	0.00	0.00	0.00	0.00
Accounts Receivable	2,177,403.64	2,302,306.74	2,413,172.70	4,193,764.08	(1,780,591.38)
Due from Affiliate	0.00	0.00	0.00	0.00	0.00
Prepaid Assets	372,265.64	339,622.85	1,006,665.78	630,524.52	376,141.26
Plant, Property & Equipment	5,809,874.62	5,965,523.89	5,144,381.61	5,578,595.59	(434,213.98)
Accumulated Depreciation	(4,179,650.29)	(4,211,604.32)	(2,696,655.99)	(3,860,109.99)	1,163,454.00
Other Assets	46,042,065.97	48,191,218.33	48,680,188.75	45,281,812.26	3,398,376.49
Total Assets	58,563,492.19	61,378,593.91	63,595,717.44	56,561,174.95	7,034,542.49
Liabilities					
Accounts Payable	224,774.78	373,113.21	1,087,348.63	865,207.52	222,141.11
Due to Affiliate	0.00	0.00	0.00	0.00	0.00
Accrued Payroll	884,614.35	965,965.62	1,047,932.46	977,993.09	69,939.37
Payroll Taxes	0.00	0.00	0.00	0.00	0.00
Payroll Deductions	5,471.06	3,535.87	0.00	0.00	0.00
Other Liabilities	1,395,015.57	1,395,015.57	1,153,309.00	0.00	1,153,309.00
Long Term Liabilities	0.00	0.00	0.00	0.00	0.00
Total Liabilities	2,509,875.76	2,737,630.27	3,288,590.09	1,843,200.61	1,445,389.48
Fund Balance					
Unrestricted Funds	54,708,803.33	54,708,803.33	54,708,803.33	48,684,406.90	6,024,396.43
Temporarily Restricted Funds	9,171.01	9,171.01	9,171.01	9,171.01	0.00
Permanantly Restricted Funds	0.00	0.00	0.00	0.00	0.00
Retained Earnings					0.00
Year to Date Net Income	1,335,642.09	3,922,989.30	5,589,153.01	6,024,396.43	(435,243.42)
Total Fund Balance	56,053,616.43	58,640,963.64	60,307,127.35	54,717,974.34	5,589,153.01
Total Liabilities and Fund Balance	58,563,492.19	61,378,593.91	63,595,717.44	56,561,174.95	7,034,542.49

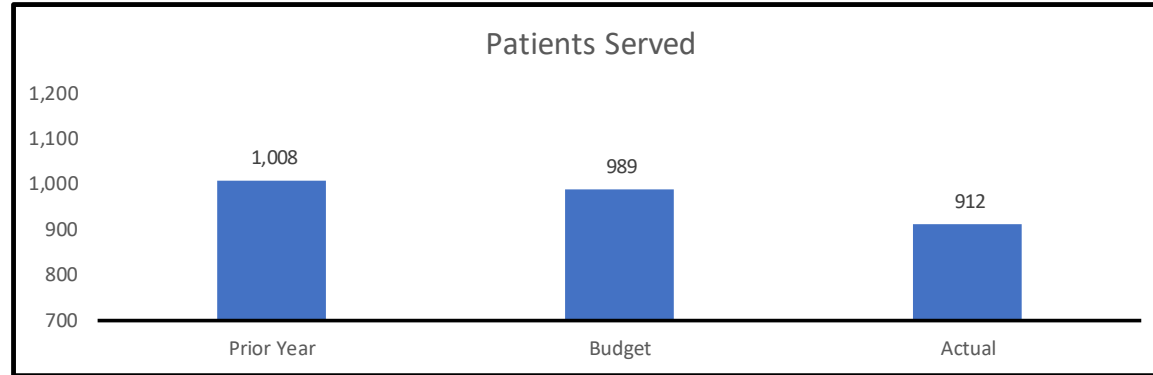
Center For Hospice Care
Summary Income Statement

2020 - Post Audit - Revised

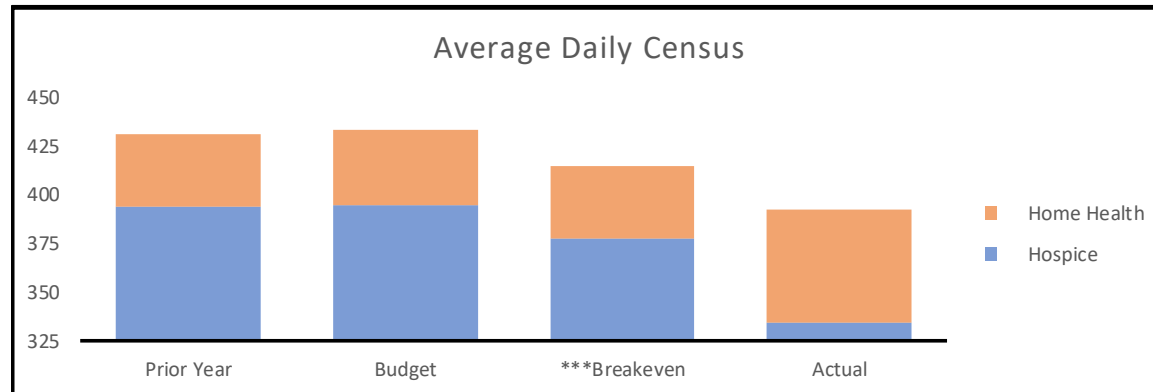
	January	February	March	April	May	June	July	August	September	October	November	December	YTD Actual	YTD Budget	YTD Variance
Operating Revenue															
Hospice Medicare Benefit	2,135,296	1,758,756	1,943,544	1,740,937	1,778,862	1,674,905	1,879,668	1,847,086	2,316,786	1,464,662	1,772,160	1,670,156	21,982,818	22,361,182	(378,364)
Medicaid Hospice Benefit	12,573	10,580	22,196	3,891	16,807	39,505	33,344	11,672	13,337	16,823	41,952	52,110	274,790	185,716	89,074
Private Ins Hospice Benefit	49,660	102,754	28,231	91,460	71,972	99,403	144,585	138,224	125,386	143,641	162,396	51,357	1,209,068	1,599,302	(390,234)
Self-Pay Hospice Benefit	613	10,310	(4,577)	600	(987)	(5,063)	493	1,560	164		34,888	(38,002)		77,521	(77,521)
Hospice House R&B									33				33	8,983	(8,951)
Medicare Home Health	17,138	9,802	1,924	28,076	26,439	33,911	30,854	28,054	(2,616)	73,242	20,152	61,345	328,320	236,280	92,040
Medicaid Home Health	311	452	128	234	1,017	23	128						2,293	311	1,982
Private Ins Home Health	(4,489)	4,722	4,455	(4,689)	(500)	63,124	(64,406)	2,868	(465,759)	467,756	2,642	235	5,959	39,084	(33,125)
Self-Pay Home Health								1,786	3,561	(5,347)	452		452	6,859	(6,407)
Total Operating Revenue	2,211,102	1,897,376	1,995,901	1,860,509	1,893,610	1,905,808	2,024,666	2,031,250	1,990,892	2,160,777	2,034,642	1,797,201	23,803,733	24,515,238	(711,506)
Other Income															
Donated Services												(56,565)	(56,565)		(56,565)
Interest Income	1,133	1,246	1,196	1,208	1,471	1,374	1,424	1,409	1,401	1,512	1,113	1,134	15,620	8,400	7,220
Change in Ben Int in Foundation	(161,969)	(1,130,300)	(2,662,010)	1,634,335	852,822	376,724	813,332	838,030	(665,918)	(445,616)	2,034,079	1,322,787	2,806,295	687,303	2,118,992
CADS Income	25,333	21,986	21,263	393		11,968	18,236	20,026	21,122	21,446	6,865	9,870	178,508	375,000	(196,492)
Gain on Sale of Assets												(10,412)	(10,412)		(10,412)
Miscellaneous Income	2,230	351	2,529	1,148	5,393	(2,770)	94	4,432	21,458	11,365	10,965	233,465	290,660	25,000	265,660
Total Other Income	(133,273)	(1,106,717)	(2,637,022)	1,637,084	859,686	387,296	833,086	863,897	(621,937)	(411,293)	2,053,022	1,500,279	3,224,106	1,095,703	2,128,403
Total Revenue	2,077,829	790,659	(641,121)	3,497,593	2,753,296	2,293,104	2,857,752	2,895,147	1,368,955	1,749,484	4,087,664	3,297,480	27,027,839	25,610,941	1,416,897
Total Expenses	1,869,540	1,794,106	1,976,054	1,815,781	1,804,383	1,885,270	1,806,315	1,976,722	1,820,548	1,558,328	1,500,317	1,631,314	21,438,687	23,826,715	2,388,028
Net Gain	208,289	(1,003,447)	(2,617,175)	1,681,812	948,913	407,834	1,051,437	918,425	(451,593)	191,156	2,587,347	1,666,166	5,589,152	1,784,226	3,804,926
Beneficial Int in Foundation	(161,969)	(1,130,300)	(2,662,010)	1,634,335	852,822	376,724	813,332	838,030	(665,918)	(445,616)	2,034,079	1,322,787	2,806,295	687,303	2,118,992
Net w/o Beneficial Interest	370,258	126,853	44,835	47,477	96,091	31,110	238,105	80,395	214,325	636,772	553,268	343,379	2,782,857	1,096,923	1,685,934

Center for Hospice Care
April 30, 2021

Patients Served	Prior Year	Budget	Actual
	1,008	989	912



Average Daily Census	Prior Year	Budget	***Breakeven	Actual
Hospice	393.98	394.14	377.07	333.87
Home Health	37.02	38.80	37.12	58.00
Total Average Daily Census	431.00	432.94	414.19	391.87



*** Budgeted Breakeven

***Patient ADC By Location
Year To Date - April 2021***

Calendar Days

120

		HMB	MHB	PHB	SHB	HHM	MCD	PVT	SHH	Total
Agency Total	Home	214.73	2.98	14.58	9.73	33.90	1.00	14.57	0.86	292.36
Agency Total	Independent Living	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Agency Total	Assisted Living	35.63	0.00	0.00	0.00	0.66	0.00	0.16	0.00	36.44
Agency Total	Long Term Care Facility	53.20	0.23	0.11	0.03	0.18	0.00	0.00	0.00	53.75
Agency Total	Hospital	0.43	0.02	0.00	0.00	1.42	0.00	0.70	0.00	2.57
Agency Total	Others	1.05	0.00	0.02	0.00	0.50	0.00	0.00	0.00	1.57
Agency Total	Hospice Facility	6.82	0.18	1.17	0.23	0.00	0.00	0.00	0.00	8.38
Agency Total	Total Days	311.86	3.41	15.88	9.98	36.66	1.00	15.43	0.86	395.07

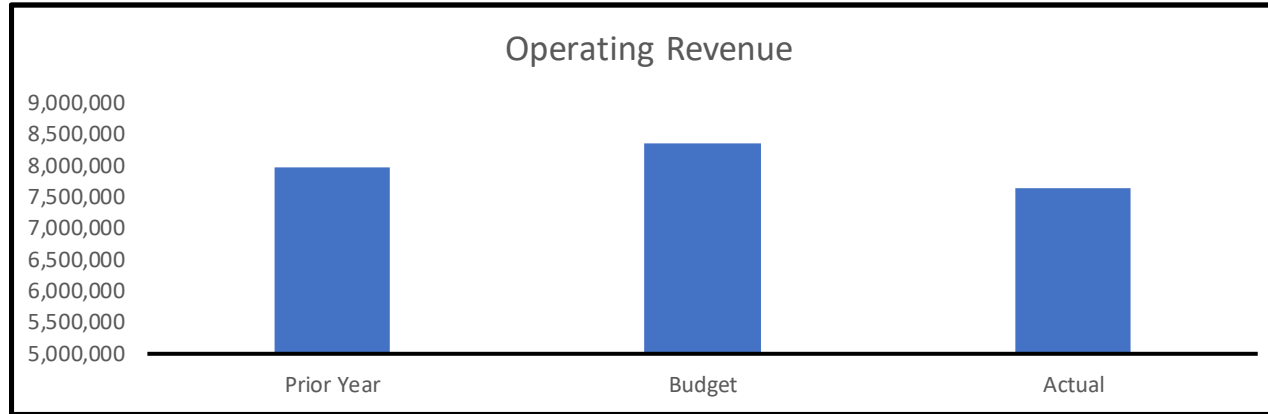
In 2019 ADC for ALF / LTC was 125 patients; Through April 2021 ADC for ALF / LTC is 90 patients

Center For Hospice Care Summary Income Statement

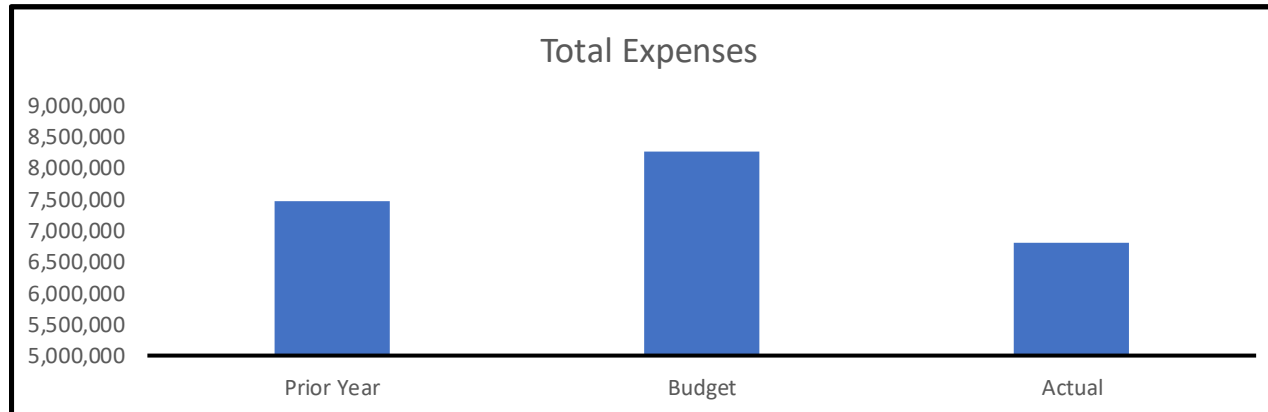
	January	February	March	April	YTD Actual	YTD Budget	YTD Variance
Operating Revenue							
Hospice Medicare Benefit	1,510,414	1,750,958	1,942,985	1,695,425	6,899,782	7,697,281	(797,499)
Medicaid Hospice Benefit	33,115	12,341	19,765	22,810	88,031	66,407	21,624
Private Ins Hospice Benefit	120,803	66,485	87,073	74,673	349,034	500,767	(151,733)
Self-Pay Hospice Benefit	179	14,971	(3,565)	7,571	19,156	26,508	(7,352)
Hospice House R&B						2,406	(2,406)
Medicare Home Health	88,331	9,540	97,497	44,590	239,958	71,597	168,361
Medicaid Home Health	339	808	2,489	99	3,735	318	3,417
Private Ins Home Health	12,264	58,815	(32,968)	13,238	51,349	97	51,252
Self-Pay Home Health				(452)	(452)	2,517	(2,969)
Total Operating Revenue	1,765,445	1,913,918	2,113,276	1,857,954	7,650,593	8,367,898	(717,305)
Other Income							
Interest Income	791	685	795	559	2,830	5,000	(2,170)
Change in Ben Int in Foundation	(252,188)	333,683	91,320	1,187,479	1,360,294	123,095	1,237,199
CADS Income	12,867	13,272	16,775	15,575	58,489	80,000	(21,511)
Miscellaneous Income	5,307	3,634	28,751	6,349	44,041	8,333	35,708
Total Other Income	(233,223)	351,274	137,641	1,209,962	1,465,654	216,428	1,249,226
Total Revenue	1,532,222	2,265,192	2,250,917	3,067,916	9,116,247	8,584,326	531,921
Total Expenses	1,569,245	1,510,787	1,823,697	1,893,404	6,797,136	8,245,786	1,448,654
Net Gain	(37,023)	754,405	427,220	1,174,512	2,319,111	338,540	1,980,574
Beneficial Int in Foundation	(252,188)	333,683	91,320	1,187,479	1,360,294	123,095	1,237,199
Net w/o Beneficial Interest	215,165	420,722	335,900	(12,967)	958,817	215,445	743,375

Center for Hospice Care
April 30, 2021

	Prior Year	Budget	Actual
Operating Revenue	7,964,888	8,367,898	7,650,593



	Prior Year	Budget	Actual
Total Expenses	7,455,488	8,245,786	6,797,136



April 2021 Year to Date Summary	Center for Hospice Care	Hospice Foundation	GPIC	Combined
CHC Operating Income	7,650,593			7,650,593
MADS Revenue	58,489			58,489
Development Income		762,119		762,119
Partnership Grants			230,958	230,958
Investment Income (Net)		1,628,945		1,628,945
Interest & Other	46,871	23,506	3,049	73,426
Beneficial Interest in Affiliate	1,360,294	585		
Total Revenue	9,116,247	2,415,155	234,007	10,404,530
Total Expenses	6,797,136	1,054,861	233,422	8,085,419
Net Gain	2,319,111	1,360,294	585	2,319,111
<i>Net w/o Beneficial Interest</i>	<i>958,817</i>	<i>1,359,709</i>		
<i>Net w/o Investments</i>				<i>690,166</i>

April 2020 Year to Date Summary	Center for Hospice Care	Hospice Foundation	GPIC	Combined
CHC Operating Income	7,964,888			7,964,888
MADS Revenue	68,975			68,975
Development Income		422,762		422,762
Partnership Grants			137,325	137,325
Investment Income (Net)		(1,692,765)		(1,692,765)
Interest & Other	11,041	23,937	9,542	44,520
Beneficial Interest in Affiliate	(2,319,944)	(20,891)		
Total Revenue	5,724,960	(1,266,957)	146,867	6,945,705
Total Expenses	7,455,488	1,052,987	167,759	8,676,234
Net Gain	(1,730,528)	(2,319,944)	(20,891)	(1,730,528)
<i>Net w/o Beneficial Interest</i>	<i>589,416</i>	<i>(2,299,053)</i>		
<i>Net w/o Investments</i>				<i>(37,763)</i>

Summary Balance Sheet
Center for Hospice Care
April 30, 2021

<u>Assets</u>	<u>January 31, 2021</u>	<u>February 28, 2021</u>	<u>March 31, 2021</u>	<u>April 30, 2021</u>	<u>April 30, 2020</u>	<u>Net Change</u>
Cash and Equivalents	9,592,041.34	8,229,522.49	9,748,338.61	7,879,351.98	7,966,995.58	(87,643.60)
Intermediate Cash	0.00	0.00	0.00	0.00	0.00	0.00
Long Term Cash	0.00	0.00	0.00	0.00	0.00	0.00
Other Investments	0.00	0.00	0.00	0.00	0.00	0.00
Accounts Receivable	1,794,325.82	3,032,325.23	2,081,678.74	2,107,335.92	2,224,037.03	(116,701.11)
Due from Affiliate	0.00	0.00	0.00	0.00	0.00	0.00
Prepaid Assets	1,246,824.45	1,160,741.72	1,077,086.37	978,927.44	558,171.48	420,755.96
Plant, Property & Equipment	5,146,117.61	5,146,117.61	5,146,117.61	5,146,117.61	5,587,469.83	(441,352.22)
Accumulated Depreciation	(2,742,064.65)	(2,787,473.31)	(2,832,881.97)	(2,878,290.63)	(3,987,926.11)	1,109,635.48
Other Assets	48,547,706.02	49,094,062.27	49,325,787.60	50,547,452.61	43,476,243.60	7,071,209.01
Total Assets	63,584,950.59	63,875,296.01	64,546,126.96	63,780,894.93	55,824,991.41	7,955,903.52
<u>Liabilities</u>						
Accounts Payable	1,052,590.34	576,134.30	702,767.05	345,018.31	660,320.22	(315,301.91)
Due to Affiliate	0.00	0.00	0.00	0.00	0.00	0.00
Accrued Payroll	1,097,813.82	1,111,497.57	1,226,632.61	802,217.07	769,238.44	32,978.63
Payroll Taxes	0.00	0.00	0.00	0.00	0.00	0.00
Payroll Deductions	11,134.68	9,847.80	11,687.92	7,418.92	12,970.59	(5,551.67)
Other Liabilities	1,153,309.00	1,153,309.00	1,153,309.00	0.00	1,395,015.57	(1,395,015.57)
Long Term Liabilities	0.00	0.00	0.00	0.00	0.00	0.00
Total Liabilities	3,314,847.84	2,850,788.67	3,094,396.58	1,154,654.30	2,837,544.82	(1,682,890.52)
<u>Fund Balance</u>						
Unrestricted Funds	60,297,956.34	60,297,956.34	60,297,956.34	60,293,327.11	54,707,297.08	5,586,030.03
Temporarily Restricted Funds	9,171.01	9,171.01	9,171.01	13,800.24	10,677.26	3,122.98
Permanantly Restricted Funds	0.00	0.00	0.00	0.00	0.00	0.00
Retained Earnings						0.00
Year to Date Net Income	(37,024.60)	717,379.99	1,144,603.03	2,319,113.28	(1,730,527.75)	4,049,641.03
Total Fund Balance	60,270,102.75	61,024,507.34	61,451,730.38	62,626,240.63	52,987,446.59	9,638,794.04
Total Liabilities and Fund Balance	63,584,950.59	63,875,296.01	64,546,126.96	63,780,894.93	55,824,991.41	7,955,903.52



HHS Stimulus Update

- Received \$1.4M in April 2020
- Engaged Rybar Group to assist with reporting requirements
 - Rybar & Kruggel working on final reporting
- Reporting portal now open for registrations only
 - Final reporting requirements / instructions TBD
 - Will delay final issuance of CHC audit report
- CHC can “document” approximately \$1.7M in COVID related expenses

CMS Long Length of Stay Audit

- Initial notice received January 2020
- Ten patients representing 303 monthly claims from Jan 2017 – Nov 2019; totaling approximately \$1.2M
- Engaged law firm of Husch Blackwell to represent us
- Initial results received January 2021
- CMS asserts an initial error rate of 94% for a potential recoupment of approximately \$1.1M (denied 280 of 303 claims)
- Husch Blackwell not surprised by this finding --- Consistent with what Husch Blackwell has seen with other clients
 - Still in initial stages of what could be a 2 – 3 year process
- Contingency established 12/31/20
- Recoupment completed April 2021
- Retired CHC DON has returned as a “consultant” to coordinate / compile CHC response --- June 24 deadline



Center for Hospice Care

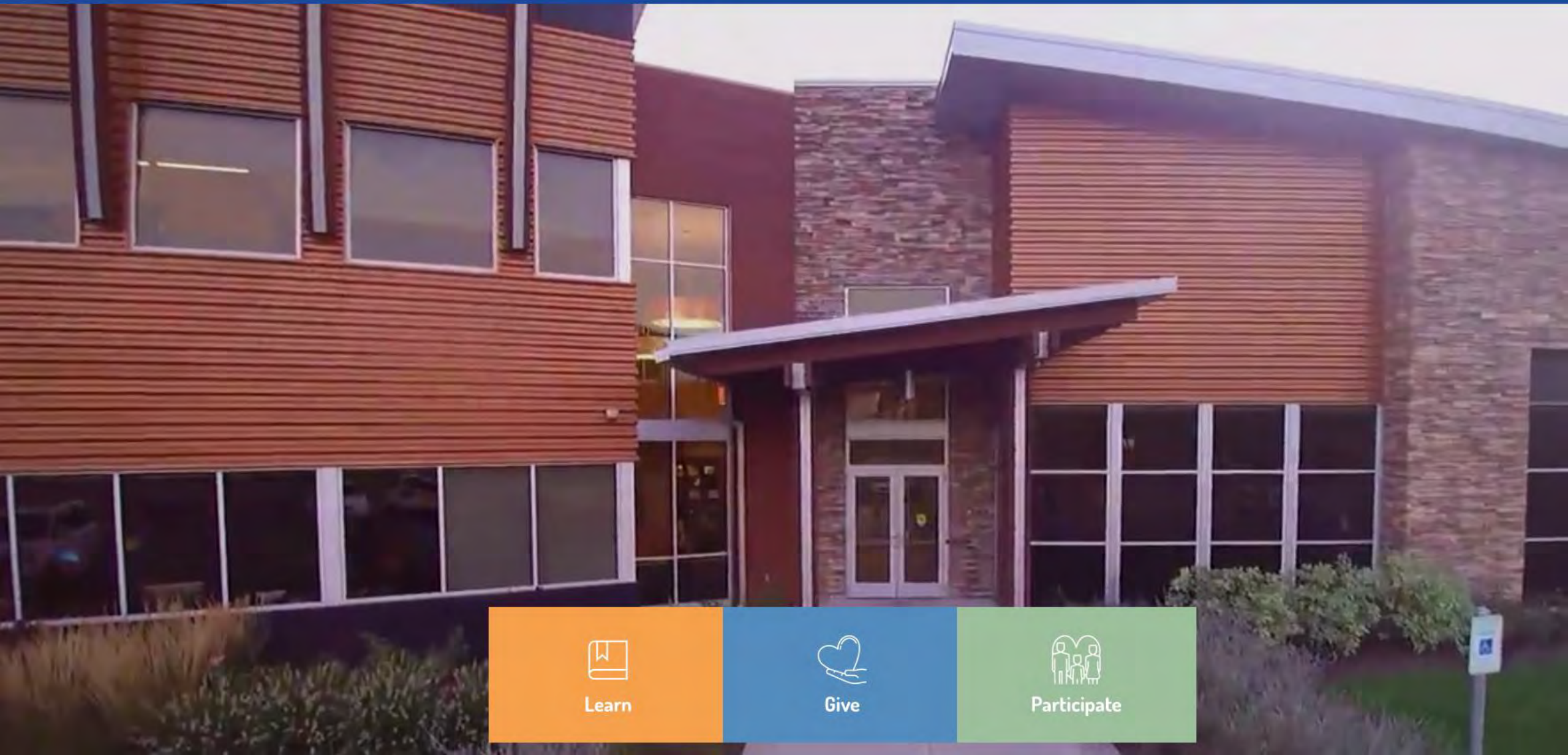
choices to make the most of life

Board of Directors
May 19, 2021
7:15 AM



Center for Hospice Care Board of Directors

May 19, 2021 Update



Learn

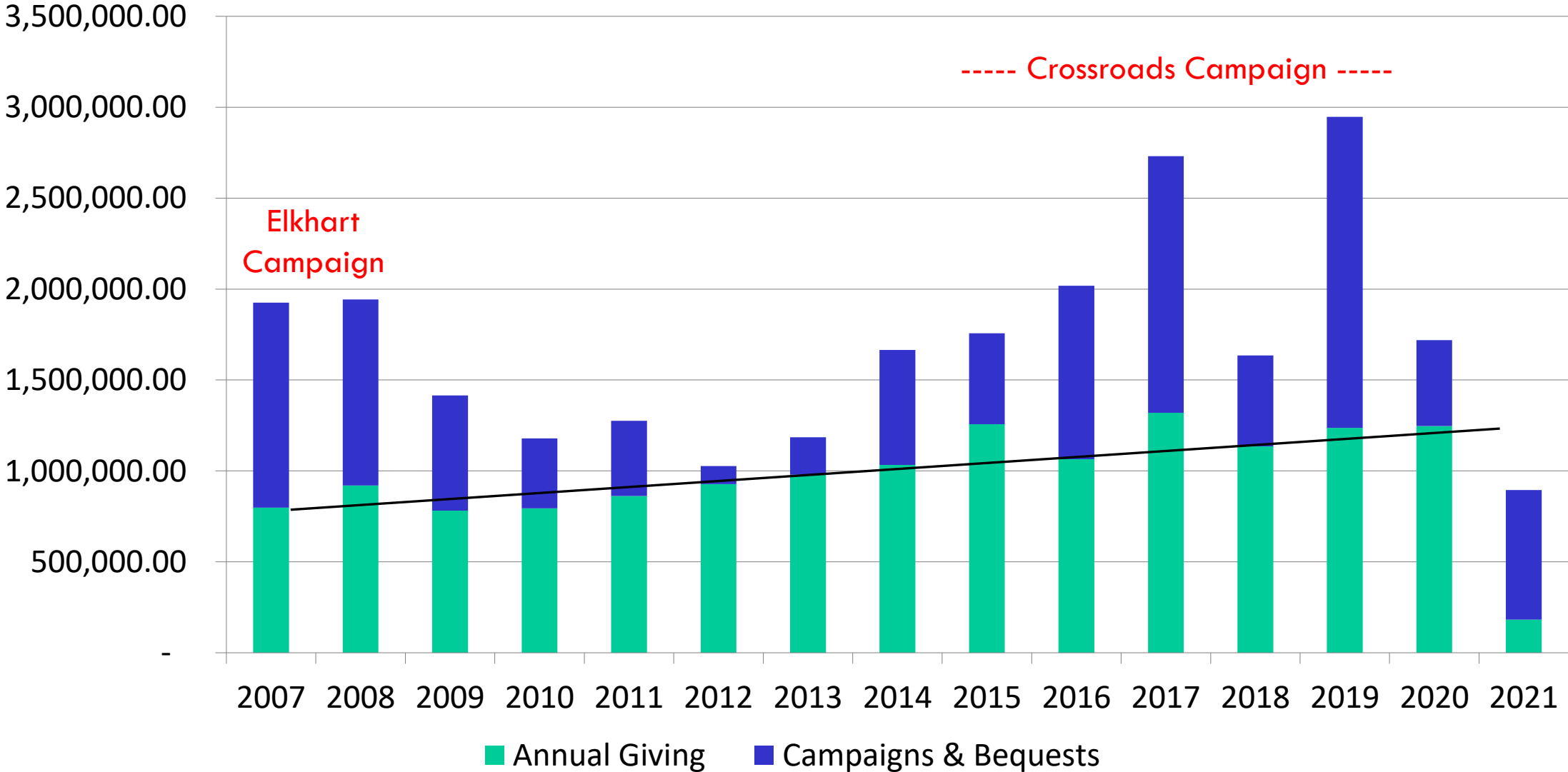


Give



Participate

HF Fundraising Since Inception



2021 Fundraising Priorities

1. Annual Giving
2. Center for Hospice Care: Charity Care
 - Sister Carmel Helping Hands Fund
3. Global Partners in Care
 - General Funding for PCAU & GPIC Initiatives
4. Center for Education & Advance Care Planning
 - Honoring Choices Indiana – North Central
5. Milton Adult Day Services
 - Roseland Facility Remodel



Center for Hospice Care

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Difference](#)

[Careers](#)

[Donate](#)



I am a caregiver.



I have a life-limiting
illness.



I am grieving the loss of
a loved one.



Now

more than ever

Raised as of 4/30/2021:

\$119,229.45

36th Helping Hands Award Recipients



LollyM Photo

~~40/40~~
in 2020

36th annual
Helping Hands
award dinner

honoring
Drs. Zoreen & Rafat
Ansari

~~MAY 6, 2020~~

Sept. 8, 2021

CHC/PCAU Partnership

- COVID-19 Support
- PCAU Conference
- Road to Hope Program
- Interns
- PC Nurse Education
- mHealth Project





Partnerships



Research and Education



Global Collaboration

Enhancing Access to Palliative Care Worldwide

GPIC Initiatives

- COVID-19 Response
- Partnerships – 37
- Educational Funding
- Research Projects
- Internships
- PC Leadership Project
- Collaborative Initiatives





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 adviser](#), or want to learn how to start discussions about end-of-life and/or advance care planning, we're here to help.

CEACP Activities

- Medical Education
 - IU South Bend
 - IUSM (Fellowship & IU Talk)
 - Health System Residency Rotations
- Legislative Outreach
- Community Education
- Facebook Live
- College Outreach



Are You Prepared?

Start with a conversation. . . End with a plan.

[Learn More](#)

ADVANCE DIRECTIVES

Knowing what matters most in your life can guide you through your decisions. Honoring Choices® Indiana – North Central can help you through the process of reflecting on what is important to you and how to document those wishes in your Advance Directives.

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BECOME A FACILITATOR

Honoring Choices® Indiana – North Central holds facilitator certification workshops periodically. If you're interested in helping others in your community complete their advance directives, we invite you to attend an upcoming workshop.

[Learn More](#)

HCIN-NC Activities

Digital Integration

- Online Advance Care Planning
- First Steps Training on the road
 - South Bend Clinic
 - Beacon Health
- Online Facilitator Refresher Courses
- Virtual Facilitator Certification Workshop
- Fundraising
- Advance Steps Instructor Certification





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May 19, 2021 Update