

**COMMUNITY BENEFITS REPORTING FORM**

*Pursuant to RSA 7:32-c-1*

FOR FISCAL YEAR BEGINNING 01/01/2019

*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** Cornerstone VNA

**Street Address** 178 Farmington Road

**City** Rochester

**County** 09 - Strafford

**State** NH **Zip Code** 3867

**Federal ID #** 22031026

**State Registration #** 2775

**Website Address:** [www.cornerstonevna.org](http://www.cornerstonevna.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:** Julie Reynolds 6033321133

[jreynolds@cornerstonevna.org](mailto:jreynolds@cornerstonevna.org)

**Board Chair:** Susan Gaudiello 6033321133

[smy@metrocast.net](mailto:smy@metrocast.net)

**Community Benefits**

**Plan Contact:** Julie reynolds 6033321133

[jreynolds@cornerstonevna.org](mailto:jreynolds@cornerstonevna.org)

Is this report being filed on behalf of more than one health care charitable trust? No

**IF YES**, please complete a copy of this page for each individual organization included in this filing.

**Section 2: MISSION & COMMUNITY SERVED**

Mission Statement: The Mission statement of Cornerstone VNA is to "Promote the optimum level of well-being, independence and dignity of those living in the community by providing trusted, compassionate and expert health care."

Has the Mission Statement been reaffirmed in the past year (*RSA 7:32e-1*)? 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):  
Strafford County, Rockingham County, Southern Carroll County, Southern Belknap County in New Hampshire and bordering York County towns in Maine.

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

Serve the General Population

**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 (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 | 370  |
| 2 | 407  |
| 3 | 100  |
| 4 | 603  |
| 5 | 300  |
| 6 | 350  |
| 7 | 400  |
| 8 | 121  |
| 9 | 203  |

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 | 601  |
| B | 420  |
| C | 421  |
| D | 422  |
| E | 101  |
| F | 128  |
| G | 200  |

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).

| <i>A. Community Health Services</i>      | <i>Community Need Addressed</i> | <i>Unreimbursed Costs (preceding year)</i> | <i>Unreimbursed Costs (projected)</i> |
|--|---------------------------------|--|---------------------------------------|
| <i>Community Health Education</i>        | 1 2 C                           | \$16,305.32                                | \$19,000.00                           |
| <i>Community-based Clinical Services</i> | 1 C E                           | \$0.00                                     | \$10,000.00                           |
| <i>Health Care Support Services</i>      | C E 1                           | \$1,150.24                                 | \$5,000.00                            |
| <i>Other:</i>                            | -- -- --                        |  |                                       |

| <i>B. Health Professions Education</i>  | <i>Community Need Addressed</i> | <i>Unreimbursed Costs (preceding year)</i> | <i>Unreimbursed Costs (projected)</i> |
|---|---------------------------------|--|---------------------------------------|
| <i>Provision of Clinical Settings for Undergraduate Training Intern/Residency Education</i> | C 2 E                           | \$80,561.41                                | \$50,000.00                           |
| <i>Scholarships/Funding for Health Professions Ed.</i>                                      | C 5 2                           | \$72,580.41                                | \$50,000.00                           |
| <i>Other:</i>   | -- -- --                        |  |                                       |

| <i>C. Subsidized Health Services</i>                 | <i>Community Need Addressed</i> | <i>Unreimbursed Costs (preceding year)</i> | <i>Unreimbursed Costs (projected)</i> |
|--|---------------------------------|--|---------------------------------------|
| <i>Type of Service: Skilled homecare insurance</i>   | C 1 2                           | \$278,553.00                               | \$85,000.00                           |
| <i>Type of Service: Skilled homecare Medicaid</i>    | 1 C 2                           | \$132,643.00                               | \$100,000.00                          |
| <i>Type of Service: Perinatal mom/newborn visits</i> | 1 D 6                           | \$45,595.00                                | \$30,000.00                           |
| <i>Type of Service: Hospice/ palliative care</i>     | C 2 1                           | \$127,393.00                               | \$150,000.00                          |
| <i>Type of Service:</i>                              | -- -- --                        |  |                                       |

| <b><i>D. Research</i></b>        | <b><i>Community Need Addressed</i></b> | <b><i>Unreimbursed Costs (preceding year)</i></b> | <b><i>Unreimbursed Costs (projected)</i></b> |
|----------------------------------|--|---|--|
| <i>Clinical Research</i>         | -- -- --                               | \$0.00  |  |
| <i>Community Health Research</i> | -- -- --                               | \$0.00  |  |
| <i>Other:</i>                    | -- -- --                               | \$0.00  |  |

| <b><i>E. Financial Contributions</i></b> | <b><i>Community Need Addressed</i></b> | <b><i>Unreimbursed Costs (preceding year)</i></b> | <b><i>Unreimbursed Costs (projected)</i></b> |
|--|--|---|--|
| <i>Cash Donations</i>                    | 1 C 2                                  | \$5,663.67  | \$10,000.00                                  |
| <i>Grants</i>                            | -- -- --                               |   |  |
| <i>In-Kind Assistance</i>                | 1 C 2                                  | \$52,399.95                                       | \$60,000.00                                  |
| <i>Resource Development Assistance</i>   | -- -- --                               |   |  |

| <b><i>F. Community Building Activities</i></b>                | <b><i>Community Need Addressed</i></b> | <b><i>Unreimbursed Costs (preceding year)</i></b> | <b><i>Unreimbursed Costs (projected)</i></b> |
|---|--|---|--|
| <i>Physical Infrastructure Improvement</i>                    | -- -- --                               |   |  |
| <i>Economic Development</i>                                   | -- -- --                               |   |  |
| <i>Support Systems Enhancement</i>                            | C F --                                 | \$822.24  | \$2,500.00                                   |
| <i>Environmental Improvements</i>                             | -- -- --                               |   |  |
| <i>Leadership Development; Training for Community Members</i> | -- -- --                               |   |  |
| <i>Coalition Building</i>                                     | C 2 1                                  | \$1,911.84  | \$5,000.00                                   |
| <i>Community Health Advocacy</i>                              | -- -- --                               |   |  |

| <b><i>G. Community Benefit Operations</i></b> | <b><i>Community Need Addressed</i></b> | <b><i>Unreimbursed Costs (preceding year)</i></b> | <b><i>Unreimbursed Costs (projected)</i></b> |
|---|--|---|--|
| <i>Dedicated Staff Costs</i>                  | 5 D 1                                  | \$19,571.39                                       | \$35,000.00                                  |
| <i>Community Needs/Asset Assessment</i>       | -- -- --                               |   |  |
| <i>Other Operations</i>                       | 5 D 1                                  | \$12,312.23                                       | \$15,000.00                                  |

| <b><i>H. Charity Care</i></b>                     | <b><i>Community Need Addressed</i></b> | <b><i>Unreimbursed Costs (preceding year)</i></b> | <b><i>Unreimbursed Costs (projected)</i></b> |
|---|--|---|--|
| <i>Free &amp; Discounted Health Care Services</i> | 1 C 2                                  | \$3,921.00  | \$5,000.00                                   |

| <b><i>I. Government-Sponsored Health Care</i></b>                      | <b><i>Community Need Addressed</i></b> | <b><i>Unreimbursed Costs (preceding year)</i></b> | <b><i>Unreimbursed Costs (projected)</i></b> |
|--|--|---|--|
| <i>Medicare Costs exceeding reimbursement</i>                          | -- -- --                               |   |  |
| <i>Medicaid Costs exceeding reimbursement</i>                          | -- -- --                               |   |  |
| <i>Other Publicly-funded health care costs exceeding reimbursement</i> | C 2 5                                  | \$89,700.31                                       | \$50,000.00                                  |

**Section 5: SUMMARY FINANCIAL MEASURES**

| <i>Financial Information for Most Recent Fiscal Year</i>                                     | <i>Dollar Amount</i> |
|--|----------------------|
| <i>Gross Receipts from Operations</i>  | \$11,407,669.00      |
| <i>Net Revenue from Patient Services</i>   | \$11,404,206.00      |
| <i>Total Operating Expenses</i>  | \$11,322,229.00      |
|  |                      |
| <i>Net Medicare Revenue</i>  | \$8,825,364.00       |
| <i>Medicare Costs</i>  | \$4,766,527.77       |
|  |                      |
| <i>Net Medicaid Revenue</i>  | \$205,646.00         |
| <i>Medicaid Costs</i>  | \$265,439.54         |
|  |                      |
| <i>Unreimbursed Charity Care Expenses</i>  | \$3,921.00           |
| <i>Unreimbursed Expenses of Other Community Benefits</i>                                     | \$996,384.67         |
| <i>Total Unreimbursed Community Benefit Expenses</i>   | \$1,000,305.67       |
|  |                      |
| <i>Leveraged Revenue for Community Benefit Activities</i>                                    | \$253,669.00         |
| <i>Total Community Benefits including Leveraged Revenue for Community Benefit Activities</i> | \$1,253,974.67       |

**Section 6: COMMUNITY ENGAGEMENT in the Community Benefits Process**

| <i>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.</i> | <i>Identification of Need</i>       | <i>Prioritization of Need</i>       | <i>Development of the Plan</i>      | <i>Commented on Proposed Plan</i>   |
|---|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| 1) Cornerstone VNA  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 2) Frisbie meorial Hospital (FMH)   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| 3) City Counselor elaine M. Lauterborn  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            |
| 4) School administration unit #61   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 5) Community Partners behavioral health   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 6) SOS Recovery Community Organization  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 7) Gerro-Psych FMH  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| 8) Spaulding High School  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 9) Emergency Services FMH   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| 10) Clinical Administration FMH   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| 11) R.W. Creteau Tech center at Spaulding High School   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 12) Jocelyn Caple Community member  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| 13) Lesley Hume, community member   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 14) Homeless center for Strafford County  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 15) Chris Blair, community member   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 16) Barbara badger, community member  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 17)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 18)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 19)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 20)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 21)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 22)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 23)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 24)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| 25)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |

Please provide a description of the methods used to solicit community input on community needs (attach additional pages if necessary): The CHNA methodology included; Secondary data assessment, digital trends review, qualitative and primary data assessment including input form community stakeholders acquired through discussion groups and interviews and input from patients and community memebrs acquired through community surveys along with needs prioritization using a proprietary process.

**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                                | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |
| Written charity care policy available to the public   | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |
| Any individual can apply for charity care   | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |
| Any applicant will receive a prompt decision on eligibility and amount of charity care offered                | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |
| Notices of policy in lobbies  | <input type="checkbox"/>            | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Notice of policy in waiting rooms   | <input type="checkbox"/>            | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Notice of policy in other public areas  | <input type="checkbox"/>            | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Notice given to recipients who are served in their home   | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |

### **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