

Form NHCT-31: Community Benefits Plan Report

version 1.7

(Submission #: HQ0-715A-9HDZF, version 1)

Details

Submitted 1/10/2024 (1 days ago) by Jim Manahan

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Status Submitted

Form Input

Section 1: Entity Information

Entity Name

Granite VNA

State Registration #

1927

Federal ID #

020222122

Fiscal Year Beginning

10/01/2022

Entity Address

30 Pillsbury St

Concord, NH 03301

Entity Website (must have a prefix such as "http://www.")

<http://www.granitevna.org>

Chief Executive Officer (first, last name)

First Name	Last Name
Beth	Slepian

Phone Type	Number	Extension
Business	[REDACTED]	[REDACTED]

Email

[REDACTED]

Board Chair (first, last name)

First Name	Last Name
Michael	Griffin

Phone Type	Number	Extension
Business	[REDACTED]	[REDACTED]

[REDACTED]

Community Benefits Plan - Contact (first, last name)

First Name	Last Name	
Jim	Manahan	
Title		
CFO		
Phone Type	Number	Extension
Business		
Email		

1. Is the entity's community benefits plan on the organization's website?

No

2. Does the report include community benefit information for affiliated or subsidiary entity(ies)?

No

Section 2: Mission & Community Served

1. Mission Statement

We enhance dignity and independence for people by delivering quality health care and promoting wellness in homes and communities through all stages of life.

2. Has the Mission Statement been reaffirmed in the past year (RSA 7:32e-I)?

Yes

Service Area

Community may be defined as a geographic service area comprised of the locations from which most service recipients come (primary service area) or a subset of the general population that share certain characteristics such as age range, health condition, or socioeconomic resources. For some trusts, the definition of community may be a combination of geographic service area and a subset of the population within that area. Please include information from the drop down lists and narrative field as applicable to sufficiently describe the community served.

1. Did the primary service area cover ALL of New Hampshire?

No

Please select service area Counties (NH), if applicable

- Hillsborough
- Merrimack
- Carroll
- Belknap

Please select service area municipalities (NH), if applicable

CONCORD
ANTRIM
BRADFORD
BEDFORD
ALLENSTOWN
BOW
BOSCAWEN
ANDOVER
ASHLAND
BRISTOL
BROOKFIELD
ALTON
BARNSTEAD
BELMONT
CANTERBURY
CENTER HARBOR
CHICHESTER
DEERFIELD
DEERING
FREEDOM
EFFINGHAM
GILFORD
HOLDERNESS
FRANKLIN
GILMANTON
HILLSBOROUGH
HENNIKER
HOPKINTON
GOFFSTOWN
DUNBARTON
HOOKSETT
LACONIA
MEREDITH
MIDDLETON
MOULTONBOROUGH
NEW HAMPTON
NEW DURHAM
NORTHFIELD
LOUDON
NEWBURY
NEW BOSTON
MANCHESTER
EPSOM
NORTHWOOD
PEMBROKE
PITTSFIELD
OSS�PEE
SANBORNTON
SANDWICH
SUTTON
SALISBURY
TILTON
TUFTONBORO
TAMWORTH
WAKEFIELD
WOLFEBORO
WEBSTER
WARNER
WASHINGTON
WEARE
WINDSOR

Service Population Description

We serve the general population from cradle to grave to include Skilled Nursing, PT, OT, SLP, Homemaking, MCH, MSW, Hospice, Palliative Care, Personal Home Services, Pediatric Care, Nutritional Counseling, and Senior Health, Flu Immunization, Immunization, Blood Pressure and Foot Care Clinics and Community Education.

Section 3.1: Community Needs Assessment

1. In what year was the last community needs assessment conducted to assist in determining the activities to be included in the community benefit plan? (Please attach a copy of the needs assessment below if completed in the past year)

2023

Please attach a copy of the needs assessment if completed in the past year

[2023 Concord and Lakes CHNA.pdf - 01/10/2024 05:27 PM](#)

Comment

NONE PROVIDED

2. Was the assessment conducted in conjunction with other health care charitable trusts in your community?

Yes

Section 3.2: Community Needs Assessment (1 of 3)

3. Area of Community Need / Concern

27. Healthy Eating / Nutrition / Food Insecurity

4. Is the need identified in the Community Needs Assessment?

Yes

5. Is the need addressed in the Health Care Charitable Trusts Community Benefit Plan?

Yes

6. Select the applicable Category or Categories of Community Benefit included in your plan associated with this need.

A1: Community Health Education

7. Brief description of major strategies or activities to address this need (optional)

NONE PROVIDED

Section 3.2: Community Needs Assessment (2 of 3)

3. Area of Community Need / Concern

16. Aging Population / Senior Services

4. Is the need identified in the Community Needs Assessment?

Yes

5. Is the need addressed in the Health Care Charitable Trusts Community Benefit Plan?

Yes

6. Select the applicable Category or Categories of Community Benefit included in your plan associated with this need.

A1: Community Health Education

7. Brief description of major strategies or activities to address this need (optional)

NONE PROVIDED

Section 3.2: Community Needs Assessment (3 of 3)

3. Area of Community Need / Concern

1. Financial Barriers to Care; Cost of Care / Insurance

4. Is the need identified in the Community Needs Assessment?

Yes

5. Is the need addressed in the Health Care Charitable Trusts Community Benefit Plan?

Yes

6. Select the applicable Category or Categories of Community Benefit included in your plan associated with this need.

1: Financial Assistance

2.1: Medicaid

7. Brief description of major strategies or activities to address this need (optional)

NONE PROVIDED

Section 4: Community Benefit Activities

Optional Section 4 completion tool

An optional MS Excel tool can be used to aid completion of this Section offline. Please click on the "Community Benefits Reporting Tool" link below, this will download the file to a suitable location. Once opened, refer to the "Worksheets" sheet at the bottom of the form. Numbers/dollar amounts can be calculated and will automatically populate into the appropriate fields of the "Section 4" sheet. These numbers can then be entered manually by you in the appropriate fields of this Section 4, below.

[Community Benefits Reporting Worksheets](#)

Financial Assistance, Means-Tested Government Programs and Community Benefit Services

Total Functional Expenses for the Reporting Year (\$)

49000615

(1) Financial Assistance at cost (if using the optional Excel tool, refer to Worksheet 1)

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)	Estimated expense of activities projected for the next Fiscal Year (\$)
NONE PROVIDED	NONE PROVIDED	120700	0	120700	0.2%	122500

(2) Medicaid (if using the optional Excel tool, refer to Worksheet 3, column A)

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)	Estimated expense of activities projected for the next Fiscal Year (\$)
NONE PROVIDED	NONE PROVIDED	1310000	0	1310000	2.7%	1329650

(3) Costs of other means-tested government programs (if using the optional Excel tool, refer to Worksheet 3, column B)

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)	Estimated expense of activities projected for the next Fiscal Year (\$)
NONE PROVIDED	NONE PROVIDED	00	0	0	0%	0

(4) Total Financial Assistance and Means-Tested Government Programs

(a) Number of activities or programs	(b) Persons served	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)	Estimated expense of activities projected for the next Fiscal Year (\$)
NONE PROVIDED	NONE PROVIDED	1430700	0	1430700	2.9%	1452150

Community Benefit Services

(5) Community health improvement services and community benefit operations (if using the optional Excel tool, refer to Worksheet 4)

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)	Estimated expense of activities projected for the next Fiscal Year (\$)
NONE PROVIDED	NONE PROVIDED	137590	0	137590	0.3%	139650

(6) Health professions education (if using the optional Excel tool, refer to Worksheet 5)

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)	Estimated expense of activities projected for the next Fiscal Year (\$)
NONE PROVIDED	NONE PROVIDED	168787	0	168787	0.3%	171320

(7) Subsidized health services (if using the optional Excel tool, refer to Worksheet 6)

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)	Estimated expense of activities projected for the next Fiscal Year (\$)
NONE PROVIDED	NONE PROVIDED	2036658	0	2036658	4.2%	2067200

(8) Research (if using the optional Excel tool, refer to Worksheet 7)

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)	Estimated expense of activities projected for the next Fiscal Year (\$)
NONE PROVIDED	NONE PROVIDED	0	0	0	0%	0

(9) Cash and in-kind contributions for community benefit (if using the optional Excel tool, refer to Worksheet 8)

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)	Estimated expense of activities projected for the next Fiscal Year (\$)
NONE PROVIDED	NONE PROVIDED	1375	0	1375	0%	1250

(10) Total Other Benefits

(a) Number of activities or programs	(b) Persons served	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)	Estimated expense of activities projected for the next Fiscal Year (\$)
NONE PROVIDED	NONE PROVIDED	2344410	0	2344410	4.8%	2379420

Total

(11) Totals

(a) Number of activities or programs	(b) Persons served	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)	Estimated expense of activities projected for the next Fiscal Year (\$)
NONE PROVIDED	NONE PROVIDED	3775110	0	3775110	7.7%	\$3831570

Section 5: Community Building Activities

Total expense (\$; entered at top of Section 4)

49000615

(1) Physical improvements and housing

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)
NONE PROVIDED	NONE PROVIDED	0	0	0	0%

(2) Economic development

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)
NONE PROVIDED	NONE PROVIDED	2390	0	2390	0%

(3) Community support

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)
NONE PROVIDED	NONE PROVIDED	0	0	0	0%

(4) Environmental improvements

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)
NONE PROVIDED	NONE PROVIDED	0	0	0	0%

(5) Leadership development and training for community members

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)
NONE PROVIDED	NONE PROVIDED	238898	0	238898	0.5%

(6) Coalition building

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)
NONE PROVIDED	NONE PROVIDED	5534	0	5534	0%

(7) Community health improvement advocacy

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)
NONE PROVIDED	NONE PROVIDED	19414	0	19414	0%

(8) Workforce development

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)
NONE PROVIDED	NONE PROVIDED	0	0	0	0%

(9) Other

(a) Number of activities or programs (optional)	(b) Persons served (optional)	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)
NONE PROVIDED	NONE PROVIDED	941168	0	941168	1.9%

Total

(10) Totals

(a) Number of activities or programs	(b) Persons served	(c) Total community benefit expense (\$)	(d) Direct offsetting revenue (\$)	(e) Net community benefit expense (\$)	(f) Percent of total expense (%)
NONE PROVIDED	NONE PROVIDED	1207404	0	1207404	0.5%

Section 6: Medicare

1. Total revenue received from Medicare (\$ -- including DSH and IME)

31652256

2. Medicare allowable costs of care relating to payments specified above (\$)

48671738

3. Medicare surplus (shortfall)

\$-17019482

4. Describe the extent to which any shortfall reported above should be treated as community benefit. Please also describe the costing methodology or source used to determine the amount reported above.

As a mission driven local healthcare provider, the shortfall above provides direct community benefit for the myriad healthcare services delivered without reimbursement or below cost to individuals in the communities we serve.

5. Describe the costing methodology or source used to determine the amount reported above. Please check the boxes below that describe the method used:

Cost accounting system

Section 7: Summary Financial Measures

1. Gross Receipts from Operations (\$)

47342325

2. Net operating costs (\$)

49000615

3. Ratio of gross receipts from operations to net operating costs

0.966

Unreimbursed Community Benefit Costs

4. Financial Assistance and Means-Tested Government Programs (\$)

1430700

5. Other Community Benefit Costs (\$)

2344410

6. Community Building Activities (\$)

1207404

7. Total Unreimbursed Community Benefit Expenses (\$)

4982514

8. Net community benefit costs as a percent of net operating costs (%)

10.17%

Other Community Benefits (optional)

1. Leveraged Revenue for Community Benefit Activities (\$)

238469

2. Medicare Shortfall (\$)

\$-17019482

Section 8: Community Engagement in the Community Benefits Process

1. Please list below

Community Organizations, Local Government Officials and other Representatives of the Public:	Identification of Need	Prioritization of Need	Development of the Plan	Commented on Proposed Plan
Concord Hospital	Yes	Yes	Yes	Yes
Foundation for Healthy Communities	Yes	No	No	Yes
Granite United Way	Yes	No	No	Yes
Community Action Program Belknap-Merrimack Counties	Yes	No	No	Yes
Healthfirst Family Care Center	Yes	No	No	Yes
Lakes Region Mental Health Center	Yes	No	No	Yes
Partnership for Public Health	Yes	No	No	Yes
Riverbend Community Mental Health	Yes	No	No	Yes
New Hampshire Dept of Health and Human Services	Yes	No	No	Yes
Capital Area Public Health Network	Yes	No	No	Yes

2. Please provide a description of the methods used to solicit community input on community needs:

Interviews with key stakeholders in our service area provided primary data, along with surveys of community members and Concord Hospital staff.

Section 9: Charity Care Compliance

1. The valuation of charity does not include any bad debt, receivables or revenue.

Yes

2. A written charity care policy is available to the public.

Yes

3. Any individual can apply for charity care.

Yes

4. Any applicant will receive a prompt decision on eligibility and amount of charity care offered.

Yes

5. Notice of the charity care policy is posted in lobbies.

Yes

6. Notice of the policy is posted in waiting rooms.

N/A

7. Notice of the policy is posted in other public areas of our facilities.

Yes

8. Notice of the charity care policy is given to recipients who are served in their home.

Yes

Section 10: Certification

Electronic Signature

First Name **Last Name**

James *Manahan*

Title

CFO

Email



NHCT-31 (September 2022)

Attachments

Date	Attachment Name	Context	Confidential?	User
1/10/2024 5:27 PM	2023 Concord and Lakes CHNA.pdf	Attachment	No	Jim Manahan