

MEMORANDUM

TO: Exeter Hospital Medical Staff and Core Physicians Providers
FROM: Kevin Callahan, President & CEO
RE: Affiliation with Wentworth-Douglass and Massachusetts General Hospitals
DATE: May 15, 2018

I am excited to announce that Exeter Health Resources and its operating affiliates (Exeter Hospital, Core Physicians, and Rockingham VNA & Hospice), Wentworth-Douglass Hospital in Dover, and Massachusetts General Hospital have signed a letter of intent to develop a new, regional health care delivery system combining the strengths of all three organizations to serve the health care needs of the greater Seacoast area. This new system, which would be a subsidiary of Massachusetts General Hospital, will create an opportunity for us to enhance the care we provide to our communities. The decision to sign this letter of intent follows a long period of deliberation by the Exeter Health Resources' Board of Trustees, with the active support of executive and physician leadership.

There are several reasons we chose to affiliate with Wentworth Douglass and Massachusetts General Hospital:

- *So new opportunities could be created for us to grow as an organization*
- *To enhance the outstanding services we already provide to our communities*
- *To gain greater economic efficiency as we plan for a future in which resources will be constrained*
- *To continue to advance innovations in patient care*
- *And to sustain our ability to attract and retain top talent.*

Equally as important is how closely aligned our respective organizations are in terms of commitment to delivering outstanding patient care. We believe creating an integrated relationship with Wentworth Douglass Hospital and Massachusetts General Hospital will help us successfully advance our mission.

As part of the development work that will be undertaken in support of designing the envisioned regional health care delivery system, the three organizations will be looking at ways to align resources and support a shared vision of strengthening, enhancing, and growing programs and services to best meet the needs of the Seacoast community – all while providing care in a cost-effective, coordinated, and sustainable manner.

Our next step is to start a process of due diligence and develop definitive agreements. This entire process, including regulatory reviews, could take 15 to 18 months to complete. During this time, we will hold internal and external open forums to provide the opportunity for both staff and members of our community to ask questions and learn more about our shared vision. The dates/times/locations of the first Staff Forums will be posted on *The Pulse* Intranet site and communicated via huddles, email, etc. **Additionally, a special informational session for the Exeter Hospital Medical Staff and Core Providers will be held this evening (Tuesday, May 15) at 6:00pm in the north conference rooms at the Hospital.**

There will be an extended period of time during which we may not have the complete answers to all of your questions, and I appreciate that uncertainty can be uncomfortable. I assure you, however, that our Board of Trustees and executive leadership team has been extremely thoughtful and has undertaken great diligence in reaching the decision to partner with Wentworth-Douglass Hospital and Massachusetts General Hospital.

I would like to remind everyone that any inquiries from the media must be directed to our Community Relations team via our Media Hotline, at 580-6642.

I look forward to our ongoing engagement about this exciting development, as well as to our continuing collective efforts to provide exceptional care to our communities.