

SEASONS HOSPICE

Adding Quality of Life to Each Day



2010 ANNUAL REPORT

SEASONS HOSPICE

Adding Quality of Life to Each Day

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SEASONS HOSPICE

*Provides individualized,
comprehensive and
compassionate care,
education and support
for the dying, their
loved ones and others who
have experienced loss*

– SEASONS HOSPICE –

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Dear Friends of Seasons Hospice:

Seasons Hospice has undergone a year of growth and change in 2010 and I am honored to serve as President of the Board of Directors. Through my various roles at Seasons I have experienced firsthand the professionalism and dedication of the staff and volunteers. Their compassionate and competent care of each and every patient is the primary reason why Seasons Hospice has developed such an excellent reputation over the past fifteen years.

The Board of Directors took on an increasingly active role this past year in evaluating the organization and creating strategies to better position Seasons Hospice in a constantly evolving industry against a backdrop of economic uncertainty with Medicare cuts looming.

Educating the public about the benefits of hospice has been a top priority. Nearly half of Seasons Hospice patients in 2010 came onto our program with less than two weeks left to live. This is a frustrating reality because of the many ways hospice can help the patient and family much earlier in the process. A common refrain that we hear all too often is, "I wish we would have gotten onto hospice sooner." Through increased knowledge of hospice, we hope to assist those who are struggling with one of the most difficult decisions a family can make, thereby enabling them to reach out to hospice sooner rather than later.

The Facilities Committee launched an in-depth analysis of both the Hospice House and the administrative offices last year. Recommendations were made for upgrades to the interior of the Hospice House to increase patient confidentiality in accordance with HIPAA regulations. Maintenance and other improvements to the Hospice House were also suggested and undertaken.

Space needs were assessed at the administrative offices on Greenview Place SW. As patient numbers continue to rise, staffing has increased to meet the needs of our growing patient population. The committee concluded that Seasons has outgrown its current administrative office and undertook the task of researching different options to remedy this situation.

Donors continue to play an important role in the success of Seasons Hospice. Even in times of economic challenge we continued to receive a constant outpouring of generous support through financial contributions, in-kind donations of services and an endless giving of time and talent from our dedicated cadre of volunteers.

We have much to be grateful for in a community and region that shows Seasons Hospice that the work we started some fifteen years ago, of providing individualized, comprehensive care, education and support for the dying, their loved ones and others who have experienced loss, is essential and valued.



Timothy Hansen
President

– HIGHLIGHTS OF 2010 –



- Seasons Hospice staff and volunteers provided care and support to 344 patients and their families throughout Rochester and a 30-mile radius around the city. This is an increase of 12% over 2009.
- Our daily patient census (the number of patients enrolled on our hospice program) reached 70 in the third quarter, representing a milestone for Seasons Hospice.
- Due to the growth of our hospice and bereavement programs, new staff were added representing a 30% increase over 2009 staffing levels. Three new positions were created including a dietician who advises meal preparations for patients at the Hospice House, an accounting associate within the administrative office, and a patient care coordinator dedicated strictly to on-call nursing care after hours, enabling the regular patient care coordinators to lessen their on-call schedules.
- The Patient Care Grant provided 158 days of care for patients at the Hospice House who were unable to pay for all or some of their care. The total value of this was over \$29,000.
- The fifth annual “A Live & Love Affair” gala raised a record amount of over \$86,000 benefiting our hospice and bereavement programs. The event has raised more than \$330,000 since it was started in 2006.
- Seasons Hospice volunteers numbered 355 in 2010, providing direct care, indirect care, office help, bereavement support, community and junior volunteer services. The total number of hours donated was over 8,660 which resulted in savings of \$172,190 to the organization.

– SUSTAINING SEASONS HOSPICE –

The Seasons Hospice staff is grateful to the thousands of individuals, businesses and organizations that have contributed their time, talent and financial resources over the years to make this organization what it is today. This continuous outpouring of support has enabled Seasons Hospice to expand and adapt our services to meet the unique needs of our patients, their loved ones and others who have experienced loss.

There are many ways to give to Seasons Hospice where your contribution will make a profound impact on the lives of the persons we serve.

Massage Therapy and Music Therapy Funds

Massage and music therapy are an important part of the array of services we provide to our patients. Neither of these services are reimbursable by insurance or Medicare/Medicaid, yet we offer them nonetheless because they add greatly to the quality of life and comfort of our patients.

Center for Grief Education and Support

Seasons Hospice's Center for Grief Education and Support offers a broad range of services and programs in bereavement support for our patients, their families (including programs specifically designed for children) and members of the general community who have suffered the loss of a loved one, regardless of whether their loved one was on the Seasons Hospice program.

All bereavement programs are offered free of charge, therefore our grief center is funded entirely through charitable contributions.

Patient Care Fund

This fund provides grants to individuals who wish to stay at our Hospice House, but cannot afford the cost of room and board at \$185 per day. Most insurance providers/ Medicare/Medical Assistance do not cover residential hospice care. The patient care grant provides for up to 45 days of care.

Veterans Care Fund

The Veterans Care Fund was established in 2007 through generous grants from local and state veterans groups. The Fund is used in a variety of ways to assist dying veterans on our hospice program, from subsidizing the cost of care at the Hospice House to paying for travel expenses to fly active duty soldiers home to visit a dying veteran on our program as well as meeting other needs.

General Memorials/Donations

Memorial gifts and general donations are gratefully accepted year-round and support patient care and bereavement programs at Seasons Hospice.

A Live & Love Affair Gala

Since its inception in 2006, the Seasons Hospice gala, A Live & Love Affair has raised over \$330,000 in support of our hospice and bereavement programs. Not only is the gala a great way to spend an evening, it has become a significant fundraiser for Seasons.

Circle of Remembrance Granite Pavers

Circle of Remembrance granite pavers are available for purchase year round and provide a lasting way to remember your loved ones. The pavers are installed around the pond on the grounds of our Hospice House. For additional information on purchasing a paver, please contact the Seasons Hospice office.

Endowment Fund

The purpose of the Seasons Hospice endowment is to broaden our income base in order to secure the future of the organization. Any revenue that is expended is from the interest generated from the principal amount and supports special needs that arise. The endowment fund is overseen by a committee comprised of community and Seasons Hospice board members.

Methods of Giving

There are many ways to make a tax-deductible donation to Seasons Hospice. We gratefully accept gifts of cash, check, credit card, stock transfers, estate gifts, charitable remainder trusts and other planned gifts. To ensure the long term growth and viability of Seasons Hospice, we are appreciative of such deferred gifts as bequests. For more information, please contact Carolyn Piepho at Seasons Hospice, 507-285-1930, ext. 217 or visit our website at www.seasonshospice.org/donations.



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Seasons Hospice gratefully acknowledges the support of the following individuals, foundations, funds and corporations for their generous gifts throughout 2010.

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Bill and Colleen Webbles
Weber and Judd
Company
Pat Webster
Warren and Jane Wehner
Cheryl Peters Weiberg
Mary Weins
Diane Weis
Rhonda Weis
Stuart and Lori Weis
Sue Weis
James and Ruth
Weispenning
Addie Welch
Timothy and Mary Ann
Welch
Wells Fargo and Company
Wells Fargo Bank
Wells Fargo Bank, N.A.
Phillip Wellvang
David and Kathryn Welp
Robert Welp
Richard and Isabel Welsh
Craig and Judy Wendland
Elmer and Rita Wendt
Doris Wenger
Thomas and Ellen Wente
David and Sharon Wenzel
Jeffrey and Nancy
Werning
Carletta Werre
Joseph Werre
West Saint Olaf Lutheran,
WELCA
Karen Westendorf
Leonard and Vivien Westin
Wayne Westland
James and Mary Jo Westra
Roger and Joann Westra
Andrew Westreich and
Sandra Taler
Diana Westrum
James and Suzanne
Wharton
Philip and Sue Wheeler
John Whelan
Patricia White
Donald and Linda Whited
Stanley Whiting
Roger and Brenda
Wichmann
Harlan and Earlene Wickre
Joyce Marie Wicks
Fredric and Gloria
Wiebusch
Joseph and Sharon
Wieners
Donald and Judith Wilder
Roger and Mary Kay
Wilkie
William T. McCoy Post 92
Mike and Kathy
Williamson
Kenneth Willis, Jr.
Dennis and Shirley Wilson

Dennis and Susan Wilson
Douglas and Marcia
Wilson
Grant and Cara Wilson
Kenneth and Barbara
Wilson
Mary Wilson
Bernard and Antoinette
Windsor
Richard and Julaine
Winkels
Winsness Realty
Barbara L. Winter
Wirtz Beverage Minnesota
William H. Witte
William and Lurene Witzig
Sherry Wohlers
Robert and Cheryl Wold
Nancy Wolf
Vikki Wolff
Walter and Sherry Wolff
Women of East St Olaf
Linda Ann Wood
Patrick Woodring
John and Janet Woods
Joan Wooner
Anna Woxland
Celia Wright
Doug and Lori Wright
Lyle Wright
Sandra Wright
Ginny Wright-Peterson
Diane Wroblecki
Donna Wussow
Nancy Wyatt
Bill and Jo Wyeth
Mary Esther Xavier
Ronald and Judith Yaggy
Roy and Barbara Yawn
John and Muriel Ylvisaker
Dennis Yost
Mark and LaVonne Young
Russell and Nancy Young
Shirley Young
William Zabel
Dawn Zeller
Kevin and Carolyn
Zemanek
Inez Ziemer
Kenneth and Katherine
Ziemer
Patricia Ziemer
Jack & Judy Zierdt
LaVerne Zilge
Kermet Zimmerman
Larry and Marlys
Zimmerman
Warren and Helen
Zimmerman
Andrea Zwart
Robert and Katherine
Zwart
Wendell and Judy Zwart
Nadine Zwettler

SEASONS HOSPICE

STATEMENT OF FINANCIAL POSITION

December 31, 2010 and 2009

	Assets	
	2010	2009
Current Assets		
Cash and cash equivalents	\$ 854,060	\$ 580,931
Certificate of deposit	\$ 410,683	\$ 389,532
Accounts receivable, less allowance for doubtful accounts (note 2)	491,022	455,971
Prepaid expenses	29,325	24,966
Total Current Assets	<u>\$ 1,785,090</u>	<u>\$ 1,451,400</u>
Property and Equipment		
Land	\$ 180,000	\$ 180,000
Building and improvements	\$ 905,700	\$ 905,700
Office equipment	\$ 191,839	\$ 191,134
Furniture and equipment	\$ 203,178	\$ 188,837
Total property and equipment	\$ 1,480,717	\$ 1,465,671
Less: Accumulated depreciation	638,668	547,986
Property and Equipment, Net	<u>\$ 842,049</u>	<u>\$ 917,685</u>
TOTAL ASSETS	<u><u>\$ 2,627,139</u></u>	<u><u>\$ 2,369,085</u></u>
Liabilities and Net Assets		
Current Liabilities		
Current maturities of long-term debt (note 3)	\$ 35,863	\$ 31,835
Accounts payable	100,668	166,135
Accrued liabilities –		
Payroll	86,381	79,728
Compensated absences	56,766	58,970
Payroll taxes	12,433	8,336
Total Current Liabilities	<u>\$ 292,111</u>	<u>\$ 345,004</u>
Long-Term Debt less current maturities (note 3)	13,168	49,030
Total Liabilities	<u>\$ 305,279</u>	<u>\$ 394,034</u>
Net Assets		
Unrestricted:		
Undesignated	\$ 1,211,123	\$ 819,540
Board designated for endowment purposes	216,675	199,355
Invested in capital assets, net of debt	793,018	836,820
Temporarily restricted (note 4)	60,044	79,586
Permanently restricted	41,000	39,750
Total Net Assets	<u>\$ 2,321,860</u>	<u>\$ 1,975,051</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 2,627,139</u></u>	<u><u>\$ 2,369,085</u></u>