



VINEYARD  
NURSING  
ASSOCIATION

# 2008 ANNUAL REPORT



CHAP ACCREDITED

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2009-10  
BOARD OF DIRECTORS

Michael Goldsmith, Esquire  
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Jack Law  
VICE CHAIRMAN

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CLERK

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Noreen Flanders

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Lenny Verville

Patricia Wheeler

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CHIEF EXECUTIVE OFFICER

Kathy Domitrovitch  
HONORARY DIRECTOR

Gertrude Goff  
HONORARY DIRECTOR

Richard Olson  
HONORARY DIRECTOR

## A Message From the Chairman and CEO

Dear Friends:

This annual report marks the 25th year of the Vineyard Nursing Association's service to the Martha's Vineyard community.

As we look back over this past year and our entire history, we are very proud of our efforts and our accomplishments in providing an array of health related services to our neighbors.

As most of you know, 2008 was arguably the most difficult and trying year since our beginning in 1984. With the introduction of a new Private Care premium service and the unexpected closing of the Visiting Nurse Service, the only other home care agency on the island, we had to adjust and greatly modify our plans to ensure we could meet the needs of the community that suddenly was our total responsibility.

Without hesitation we agreed to take on the home care responsibilities for all of VNS' patients. We also absorbed most of their staff in order to guarantee we had sufficient resources to get the job done. Unfortunately, the dramatic increase in staff and patients swamped our internal processes and made our existing facility totally inadequate.

To solve our problems, we invested in additional computer hardware, updated our software, invested in a new digital phone system, and renovated and relocated to new offices. At the same time, we stepped up our training programs to ensure that all our new staff could perform at the high standards of the VNA. We accomplished all of this while maintaining our high level of home care quality and with the generous aid of the community also met the financial needs of the organization.

Now we are looking forward to a very exciting time for the VNA. We are planning to launch a new Hospice program that will allow our patients to access all their insurance end of life benefits which up until now has not been possible.

We have the opportunity to obtain a permanent home for the VNA by purchasing the building at our current location. This investment will provide a strong stable base for our operations for decades to come. We look forward to initiating a fundraising campaign to raise the money for a down payment with the VNA funding the on going costs of a mortgage and maintenance for the building.

We certainly want to express our gratitude to all of you who generously contributed to the success of the VNA in 2008. To the Board of Directors, we thank you for your guidance, support and time. To the talented staff, we respect and value your enthusiasm and commitment to the work of the Agency. To the community at large, we thank you for your ongoing financial support.

We look forward to the next twenty five years of service as we continue to expand our services to meet the changing needs of our neighbors.

Best wishes,



Michael Goldsmith  
*Chairman*



Robert Tonti  
*CEO*

CELEBRATING 25 YEARS

## OUR PROGRAMS

### Certified Homecare Program

Since 1984 the VNA has provided certified homecare for all individuals regardless of their ability to pay. Typical home care services include:

- Nursing
- Physical, Occupational, and Speech Therapy
- *Pain Management Care*
- Home Health Aides
- *Wound Care*
- Counseling

### Certified Hospice Program

We will be launching our new Hospice program in the 2nd half of 2009. The program will consist of the following services.

- Nursing
- Physical, Occupational, and Speech Therapy
- Spiritual Counseling
- Bereavement Counseling
- Home Health Aide Services

As a full service certified hospice program all the residents of the Vineyard who use our hospice program will not be charged fees by the VNA because they will be able to access additional insurance benefits to also cover the cost of:

- Prescription Drugs
- Respite Care
- Medical Equipment such as wheel chairs, hospital beds, and oxygen
- Palliative Radiation

### Elder Services Program

We provide personal care and homemaking for elders greater than 60 years of age. The services are provided by utilizing our trained home health aides and homemakers.

### Disabled Services Program

We provide personal care and homemaking for disabled individuals between the ages of 18 and 60. The services are provided by utilizing our trained home health aides and homemakers.

### Public Health Program

We provide public health services to five of the towns on Martha's Vineyard. Typical services include:

- Nursing Clinics
- Blood Pressure Clinics
- New Baby & Mother Visits
- Home Health Adult Visits
- Education
- Flu Clinics

### Private Care Program

We have a full array of services for individuals who want more services than their insurance will pay for or permit. These services include:

- Private Duty Nursing
- Personal Care
- Homemaking
- Companion Care
- Transportation
- Shopping

NEIGHBORS HELPING NEIGHBORS

## OUR STAFF

### Administration

Robert Tonti  
*Chief Executive Officer*

Sandie Corr-Dolby, RN  
*Clinical Director*

Cheryl Kram, RN  
*Clinical Supervisor*

Sandra Alestra  
*Clinical Administrative Assistant*

Hannah Beecher  
*Quality Assurance*

Lorna Colageo  
*Payroll Administrator*

Colleen Corr-Panek  
*Intake Coordinator*

Greg Dolby  
*Office Assistant*

Linda Mazzotta  
*Quality Assurance*

### Financial

Richard Bagdigian  
*Chief Financial Officer*

De Carey  
*Billing Associate*

### Development

Kristin Buck  
*Development Director*

Nisa Poulos  
*Development Assistant*

### Nursing

Nicole Barlett, RN

Sue Burton, RN

Karen Colaneri, RN

Melissa Dolby, RN

Carolyn Downs, RN

Terry Forde, RN

Audrey Harding, RN

Sally Kallmann, RN

Courtenay McKinley-Griffin, RN

Eleanor Morad, RN

Laura Murphy, RN

Maureen Murray, RN

Patty Quast-French, RN

Jackie Willey, RN

### Ancillary Services

Miki Badnek, PT

Aubyn Bartsrom-Veno, PT

Anne Good, PT

Valerie LaVigne, PT

Melissa Mahoney, OT

Karen Meeks, MSW

Jessica O'Connor, PT

Kris Vrooman, PT

### Home Health

Patricia Law  
*Home Health Aide Coordinator*

Cyndi Thomas  
*Home Health Aide Scheduler*

Judith Andrews

Jo Briggs

Nancy Burleson

Olivia Butler

Muriel Bye

Bob Carey

Neuseth Cleary

Brandy Cole

Cindy Corner

Jennifer Corr

Linda Doty

JoAnn Ewing

Colleen, Farrissey

Susan Habekost

Frank Honey

Kamile Khazan

Lisa Larsen

Marie Nielsen

Ginna Omar

Karen Packish

Audrey Perry

Ederia Julia Santos

Lynn Searle

Tekla Silva

Kathy Stinson

Joyce Staruk

Sara Sylvia

Twona Thomas

Sarah Toste

Lena Vanderhoop

Lara Uva

Anita Wilson

# FINANCIAL AND PROGRAM ACTIVITY SUMMARY

The Vineyard Nursing Association’s financial statements are reflective of a stable and well run nonprofit organization. The complete financial statements for the fiscal year ending December 31, 2008 were audited by independent accountants Alexander, Aronson, Finning & Co., P.C. who expressed an unqualified, or “clean”, opinion on the statements.

*Where did the money to support our activities come from and how was it spent?*

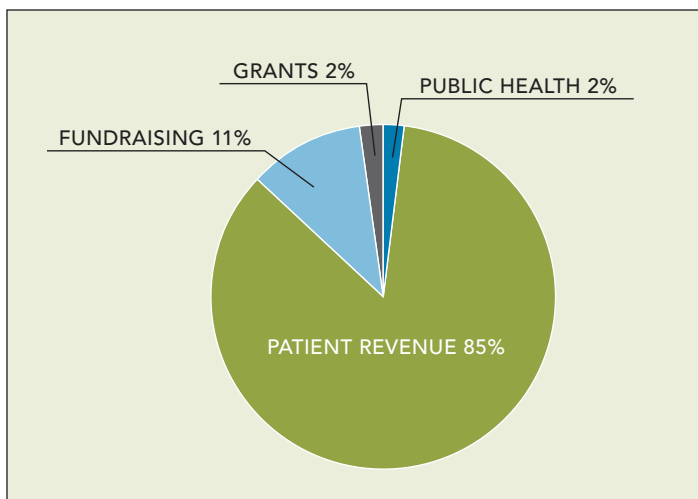
## Revenue

Our total revenue in 2008 was \$2,856,335, a 36% increase compared to fiscal year 2007. Our largest source of funding is Medicare which represented 53% of the total.

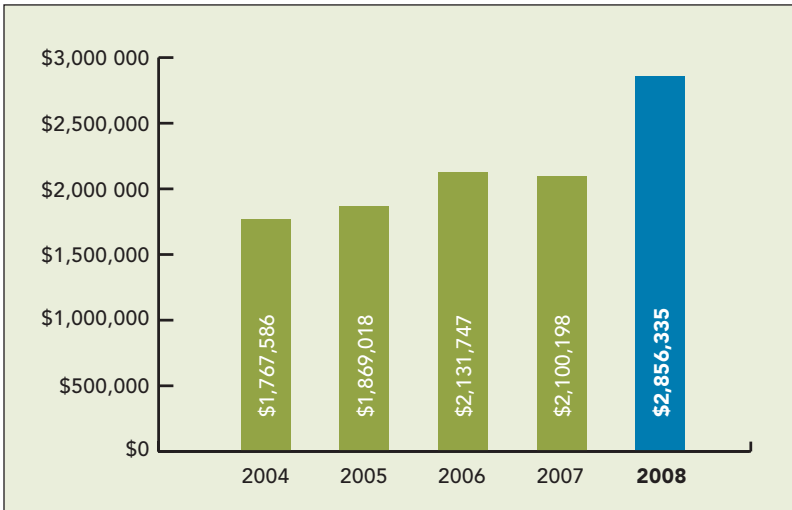
SUMMARY OF CHANGES IN REVENUE FROM LAST YEAR	
Up 25%	Patient revenue from certified homecare program
Up 104%	Elder Services Revenue
Up 1431%	Public Health Program - <i>first full year</i>
Up 1566%	Private Care Program - <i>first full year</i>
Down 5%	Overall fundraising

Our second largest program is Elder Services and overall about 12.5% of our funds are derived from grants and fundraising.

VNA REVENUE SOURCES	
Grants	\$65,054
Fundraising	\$304,686
Public Health	\$48,443
Patient Revenue	\$2,438,152
<b>TOTAL</b>	<b>\$2,856,335</b>



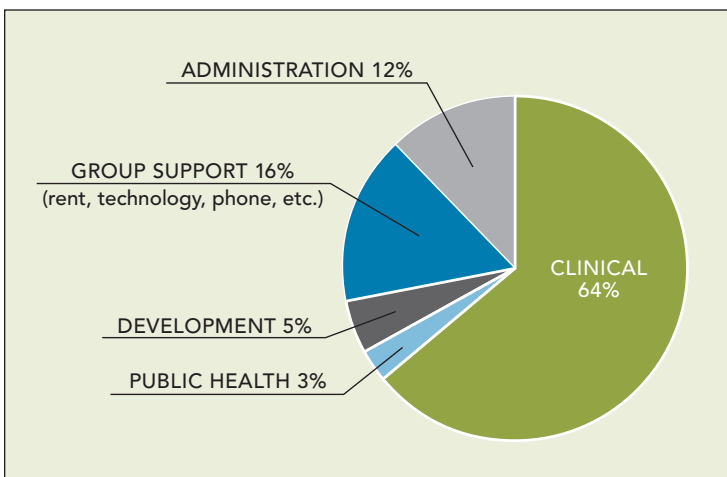
Growth of the organization over the past years has been steady with last year showing a significant increase due to our new Private Care program and also reflecting our absorbing VNS in the second half of the year.



## Expenses

Now let's look at the cost of providing services. In Fiscal Year 2008, we spent a total of \$2,834,249 to provide the services reflected below.

EXPENSES BY PROGRAM	
Clinical	\$1,850,876
Public Health	\$72,461
Development	\$134,455
Group Support	\$444,571
Administration	\$331,887
<b>TOTAL</b>	<b>\$2,834,249</b>



NOTABLE NUMBERS  
FOR FISCAL YEAR 2008

<b>VNA Programs Total Visits</b>	<b>25,264</b>
Medicare Service	
# Patients	417
Medicare Visits by Specialty	
Skilled Nursing	5,115
Physical Therapy	1,480
Medical Social Work	89
Occupational Therapy	218
Home Health Aide	2,863
Elder Services	
Elder patients	137
Elder Services Visits	
Skilled Nursing	162
Home Health Aides	8,985
Private Care Visits	
Nursing	86
Home Health Aides	2,632
Other visits	3,634

**Number of VNA Professional  
and Paraprofessional Employees 58**

Nurses	16
Physical Therapists	7
Social Workers	1
Home Health Aides	31

*The Vineyard Nursing Association, a non-profit organization, is Martha's Vineyard's premier home care provider whose mission is to provide compassionate, high quality and state-of-the-art care for patients and families with acute, chronic, or advanced illness.*

THE PURPOSE OF THE VINEYARD NURSING ASSOCIATION IS TO:

*Provide skilled nursing, restorative and other therapeutic services and homemaker/home care aide services on a part time intermittent basis.*

*Assist in evaluating, promoting, educating and maintaining the health and welfare of individuals in the community of Martha's Vineyard.*

*Promote cooperation and collaboration among agencies and providers to improve the health and welfare of the community.*

— Established in 1984 —

LOCATED AT 15 MERCHANT'S COURT, VINEYARD HAVEN  
(508) 693-6184    WWW.VINEYARDNURSING.ORG

NEIGHBORS HELPING NEIGHBORS