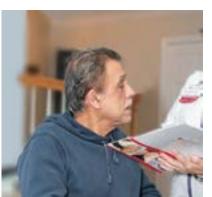


2019 ANNUAL REPORT













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PRESIDENT'S REPORT

Dear Friend,

As a lifelong resident of Northport and East Northport, it is gratifying to see Visiting Nurse Service & Hospice of Suffolk's (VNSHS) impact on the community. Founded as the first visiting nurse service in Suffolk County in 1952, VNSHS is committed to providing the highest quality of compassionate, charitable care to families facing a health care crisis.

An unwavering commitment to compassionate care has navigated VNSHS since it was founded and has never been more evident than during the unchartered times of the pandemic. Every member of the VNSHS team does whatever is needed to serve patients and maintain business operations without interruption. Supported by ongoing employee education, enhanced use of technology and a collaboration which can be so rare in today's complex health care system, our VNSHS team safely provides home health and hospice services, inpatient care at Hospice House, rehabilitative therapy and home health aides throughout Suffolk County to both COVID and non-COVID patients.

The community plays a vital role in our ability to serve. We thank the media outlets for allowing us to quickly relay important health messages to the public, our donors for their loyal support and for their flexibility as we modified or went 'virtual' with our events and meetings, the physicians, hospitals and assisted living facilities who we collaborate with to provide the best possible patient care and, most of all, our patients who we proudly serve. Thank you for all of your continuing support, trust and partnership in this difficult time and putting your faith in our organization. You inspire us to fulfill our mission every day.



ROBERT P. COGLIATI, BOARD PRESIDENT



CEO'S REPORT

Dear Friend,

As we review 2019 in the context of where we find ourselves today, we could never have anticipated how drastically our world within the community we serve would change. We are indeed fortunate as an agency to have been in a position of financial security and staff availability to meet the COVID-19 crisis head on when faced with an abrupt change of daily operations that included provision for office support staff to work remotely from home. Services continued uninterrupted as clinical staff were protected with successful acquisition of adequate Personal Protective Equipment and in person home visits were supplemented with "virtual visits" through tele-monitoring via computer. Four of eight Hospice House rooms were converted in record time to safely accommodate and care for COVID positive patients while protecting non-COVID patients, and a revolving door of admissions of the very sick averaged 2 short day stays.

Perhaps as importantly as having been able to respond to the crisis at hand, VNSHS met an opportunity to evaluate our operations both administratively and clinically, compelled to fine tune patient care plans to be focused and more meaningful than ever. This year especially, home care demonstrated its value having moved up the hierarchy of health care providing follow-up after in-patient discharge. In coordination with hospitals after their specialty inpatient interventions, we have been able to fulfill a shared goal promoting improved health and quality life at home even in this time of pandemic crisis.

I am especially grateful to all in our community who continue to support our programs by whatever means – your confidence and trust inspires us to be responsive to your needs and provide quality care in fulfillment of our service mission. You are the wind beneath our wings, and we offer our heartfelt thanks with best wishes to all for a healthy year ahead.

Linde Daylor

ADMINISTRATIVE STAFF

Linda Taylor, MA, BSN, RN Chief Executive Officer

Scott J. Williams
Chief Financial Officer

Beth Rosenfeld, MBA, BSN, RN

Director of Quality Assurance and Performance
Improvement

Andrea Cowles, MA, BSN, RN Director of Intake and Service Development

Susan Bruder

Director of Development

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Tedra Grant, RN

Clinical Manager

Mathew Keuchler, OTR/L Clinical Manager

Jacek Wiczynski OTR/L, CSCS
Clinical Manager

PROGRAM STAFF CERTIFIED HOSPICE

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John Ferraro, MD

Assistant Medical Director

Bruce S. Zitkus, EdD, ANP-BC, CDE Nurse Practitioner

Connie Sue Alexander, BSN, RN Director of Patient Services

Rev. Mark Bigelow

Pastoral Care Coordinator

Mary Denning, LSCW, Hospice Social Work Supervisor

Bonnie Gruber
Coordinator of Hospice Support Services

MEDICAL DIRECTOR'S REPORT



Dear Friend,

Since joining Visiting Nurse Service & Hospice of Suffolk in 2002, many changes in health care have occurred. We have seen advancements in technology, an increased awareness of palliative and hospice care and the pandemic required unprecedented adaptations in practice. Through it all, VNSHS has held an unwavering commitment to treating patients with kindness and dignity as they achieve their maximum quality of life.

VNSHS' compassionate care is guided by a question we ask of every patient and their caregivers - "What matters most to you?" We ask this because the true gift of hospice is its capacity to help families see how much can be shared at the end of life. This year, we joyfully hosted a wedding in our Memorial Garden for a patient's daughter. Another family was comforted knowing that their parents who were married for more than 50 years could spend their final days together at Hospice House. What mattered most to a palliative care patient was that he spend his final days with family he was separated from due to COVID travel restrictions. With his goal in mind, VNSHS nurses, physical therapist and social worker developed his care plan. They worked with the patient, his family and the airlines which enabled him to safely make the 16-hour international trip to be reunited with his family. These are just a few of the anecdotes which demonstrate the meaning of the compassionate care VNSHS provides.

As an oncologist, I joined VNSHS with a desire to see another side of medicine. It has been both humbling and rewarding to work with a team dedicated to bringing peace and comfort to patients in their final days. I would like to thank our Palliative and Hospice team for their tireless commitment to carry on the VNSHS tradition to provide compassionate, charitable care of the highest quality to families facing a healthcare crisis.

han on

BIRJIS AKHUND, MEDICAL DIRECTOR



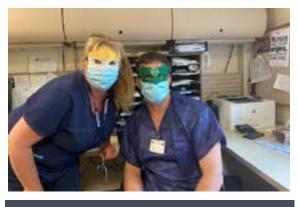












The skilled and dedicated Visiting Nurse Service & Hospice of Suffolk staff are the core to our existence. Their commitment, compassion and professional expertise enables day-to-day operations and care of both COVID and non-COVID patients to continue without interruption.



















WHAT SETS VNSHS APART

Customized

Visiting Nurse Service & Hospice of Suffolk is committed to what matters most to our patients. Guided by physician orders, we work closely with each patient and caregiver to determine their own individualized care plan to maintain quality of life and maximum independence.

Continuity

We provide a comprehensive array of health care services and maintain maximum staff continuity within a patient's treatment period. This ensures the highest level of care and comfort and allows patients to seamlessly transition to the varied specialty services should the need arise.

Rooted in the community since 1952, Visiting Nurse Service & Hospice of Suffolk (VNSHS) provides the highest quality of care to families facing a health care crisis

Charitable

We work with patients and their caregivers to determine the services covered by insurance. As a certified home health agency, we bill Medicare, Medicaid and most insurance companies. When insurance does not cover a service, fees are adjusted based on ability to pay.

Compassionate

We are proud of our unwavering commitment to treating patients with kindness and dignity as we help them achieve their maximum level of health and quality of life. This has been the cornerstone of our mission since we were founded and what distinguishes VNSHS in today's complex, dynamic health care world.

QUALITY ASSURANCE & PERFORMANCE IMPROVEMENT

Quality health care that improves individual health and well-being is important to everyone. We strive every day to provide the best in home health and hospice care. We are proud to report that our satisfaction survey outcomes, once again, meet or exceed New York State and National averages.

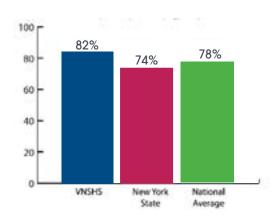
How do patients rate the overall care from the home health agency?

Patients who gave their home health agency a rating of 9 or 10 on a scale from 0 (lowest) to 10 (highest).

81% 80% 84% 80% 80% New York National

Would patients recommend the home health agency to friends and family?

Patients who reported YES, they would definitely recommend the home health agency to friends and family.



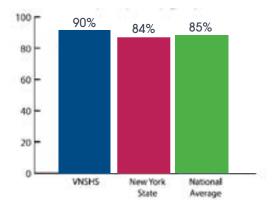
Results are from patients who received home health care services between October 1, 2018 and September 30, 2019, as reported in www.medicare.gov/homehealthcompare.

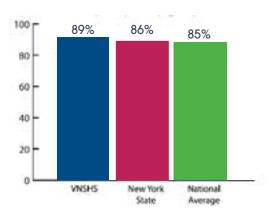
What number would you use to rate your family member's hospice care?

Family members who gave their hospice a rating of 9 or 10 on a scale from 0 (worst possible care) to 10 (the best hospice care possible).

Would you recommend this hospice to your friends and family?

Family members who answered 'definitely yes' to this question.



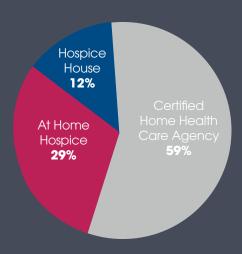


Results are from the Consumer Assessment of Healthcare Providers and Systems (CAHPS) Hospice survey for the period January 1, 2019 to December 31, 2019, and were obtained from Strategic Healthcare Programs, our data collection vendor. These results are not yet published.

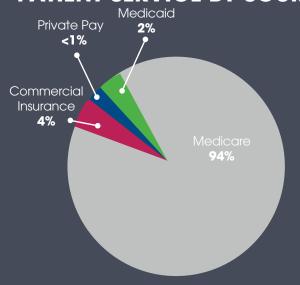
2019 FINANCIAL DATA

Fundraising and other revenue from the community are critical to our ability to provide charity care and programs that are not supported by a funding source.

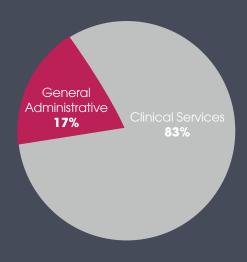
PATIENT SERVICE REVENUE



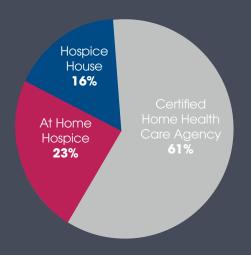
PATIENT SERVICE BY SOURCE



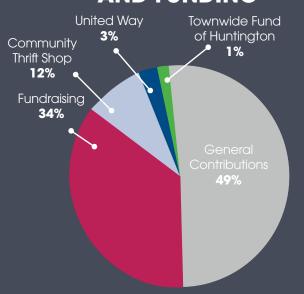
TOTAL EXPENSES



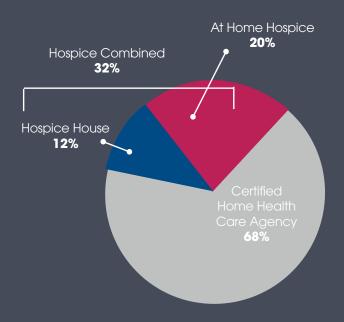
PROGRAM EXPENSES



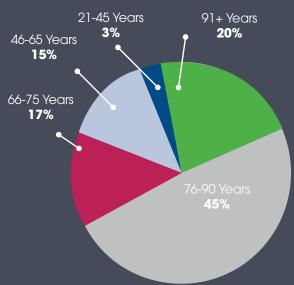
GROSS CONTRIBUTIONS AND FUNDING



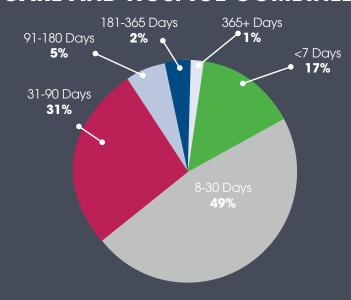
PATIENTS SERVED



AGE DISTRIBUTION OF PATIENT ADMITS



AVERAGE LENGTH OF HOME CARE AND HOSPICE COMBINED



15TH ANNIVERSARY OF HOSPICE HOUSE

Hospice House provides a supportive homelike environment where families and friends can share final days with their loved ones. Since 2004, more than 5,000 patients have been lovingly cared for by our compassionate staff and volunteers.

Building the warm and welcoming Hospice House was a labor of love by so many dedicated people that began long before the groundbreaking at our East Northport location in 2003. It began with a commitment to caring for our community by so many who had the foresight to complete the certification process that credentialed home health and hospice programs, laid a broader groundwork that underlies services provided by competent professional staff and volunteers at Visiting Nurse Service & Hospice of Suffolk today.

In 2019, VNSHS commemorated the 15th anniversary of Hospice House with a celebration featuring the 20s, 30s and jazz music of Grammy Award Winning Artist Vince Giordano & the Nighthawks at The Founder's Room. At this event, VNSHS proudly recognized all who are instrumental in making Hospice House the oasis it has become - a place that brings comfort and peace and a time for sharing old and making new memories for families to treasure into their future.











15TH ANNIVERSARY OF HOSPICE HOUSE







2019 DONOR LIST

We would like to acknowledge and thank all who contributed in support of the work of Visiting Nurse Service & Hospice of Suffolk in our community.

"My continued thanks for the wonderful work that you do in homes and at Hospice House. During the pandemic, the VNSHS staff was terrific – coming to my mother and keeping her out of the hospital."

\$25,000 - \$99,000

The Community Thrift Shop

\$10,000 - \$24,999

Mrs. Marilyn and Mr. Richard T. Cunniff Douglas W. Duval David and Bess Fuchs David Harris, MD Estate of Mary H. McLaughlin Staller Associates

\$5,000 - \$9,999

Anonymous
James Archdeacon
The Charles and Helen Reichert
Family Foundation
Dentists for a Better Huntington
East Northport Chamber of Commerce
John W. Engeman Theater
Mutual of America
Sheehan & Company, C.P.A., P.C.
Warren and Linda Taylor
Townwide Fund of Huntington
United Way of Long Island
David Weiss, PhD and
Mary Margaret Weiss

\$2,500 - \$4,999

Atria East Northport Avanti Healthcare Services Bailev Lane LLC Robert Banzer The First National Bank of Long Island Elizabeth Hammell Marcia Hebet Health Care Answering Services **Huntington Lions Foundation** The Lambert Family Foundation Long Island Community Chest Minuteman Press International Morgan Stanley Nolan Funeral Home Steve and Carol Peltier Rossiter Financial Group Rotary Club of Northport USI Insurance Services LLC

\$1,000 - \$2,499

Park T. Adikes Alex Brown/A Division of Raymond James **Asset Graphics** Brightree Home & Hospice, LLC Brueggemann Funeral Home The Business Women's Golf Association Caminiti & Cogliati, CPAs, LLP Caring People Cerini & Associates, LLP Gail M. Culleton Enclara Pharmacia Maria E. Freidank GEICO Philanthropic Foundation Great Cow Harbor 10-K Run Janet Greenblatt John A. Grillo Christopher Hibbard Eileen Hickman ISL Products International, LTD Kissinger Family Foundation Mr. and Mrs. Joseph Landy Mastic Beach Property Owners Medline Foundation Dorothy M. Mezic Michele M. Miroff My Tribute Gift Foundation Inc. Svlvia Neira Mr. and Mrs. Peter J. Nolan Park East Construction Corp. Jorge Puente, MD and Patricia Matos-Puente, MD Steven and Lisa Radgowski Gary and Virginia Raffaele

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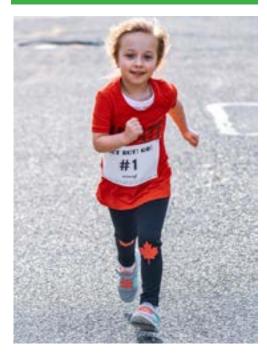
The rain didn't stop loyal VNSHS friends and sponsors who came out to participate in Paws for a Cause 2019 to benefit Hospice House.





At the 19th Annual Run for the Health of It, VNSHS proudly honored running royalty Nina Kuscsik, NYRR Hall of Famer and first woman to officially win the Boston Marathon and Gary Muhrcke, winner of the first NYC Marathon and founder of Super Runners Shop.

"Going above and beyond to help our patients is what we do. Helping others is second nature to us at VNSHS."



"During weekly rounds much of the discussion centers around the stories and anecdotes, old and new, that the patients and their families relate to the VNSHS team."









VNSHS was delighted to honor Robert 'Rob' Banzer, Superintendent of Northport – East Northport UFSD at the 15th Annual Golf Classic at Indian Hills Country Club.

Maureen Lewin Richard Lewisy John J. and Lisa Lynch Judith A. Madenberg Jennifer Matthews McBee Associates Michael L. McCarthy, Esq. Mr. and Mrs. Michael J. Mensch Thomas C. Mina John Mongeluzzi Northport Volunteer Fire Department Francine Paci Penn Mutual Patricia J. Petersen Irene Piscopo Rogers Diane Poschmann William Raisch Safe Harbor Title Agency, LTD Loretta Scala Aryeh and Susan Shander Signature Premier Properties, LLC Trachtenberg & Pauker, LLP Thomas Volpicella Janet Werner Kurt Wildermuth

\$250 - \$499

Cynthia Wong-Lippe

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Agewell New York, LLC
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The Baupost Group, LLC
Marvin Berger
Joseph Bessette
Peter and Susan Bruder
Virginia Burke
Larry and Sandra Chenkin
Kathleen Chilcott
Susan L. Chrenc

William and Kathy Cloonan Richard K. Colarossi Michael and Andrea Cowles **Cuddles Pet Care Services** Greg and Jennie Cuilwik Daniel Gale Agency John and Michele DeFalco Dominick Doria & Son Wholesale Produce John and Antonia Donohue Louise Fadness Eleanor Fauser Fauser Associates, PC Ann Gagliano **Donald Gardiner** Gino's of Northport Mr. and Mrs. John T. Glancy Mr. and Mrs. Walter F. Grambow Dennis Hess William Hess Horizon Kinetics, LLC Gerald and Denise Hovdestad Robert and Emily Howard Mary K. Huelin **Hunter EMS** Dr. Ronald F. lannacone Mr. and Mrs. Robert Ingram Susan Jensen Mr. and Mrs. J. William Johnson Jones Drug Store Robert and Joan Joseph Chip Kaye Robert Kelly Sunyung Kim

Mr. and Mrs. Brian Law Lewisy Fuel Oil Michael Lorusso Sallie Marriott SvIvia Mascaros Elizabeth V. McCarthy Peter and Patricia McKenna Carol W. Meagher Alice Michaelian Helen M. Misiano Michael Moran The Murphy Family National Grid Northport Farmers Market Northport Public Library Omni Cable Foundation Judith E. Roberts Bruce Rosen John and Judy Ross Jacqueline Russo Schultheis & Panettieri LLP Frances Sinobio Charles and Mary Skinas Anthony Smith The Society of St. Johnland Richard and Barbara Sorelle Stan Deutsch Associates Sterling Floor Designs, LTD Robert F. Taglich Charles J. Theisen, Jr. Mr. and Mrs. Paul R. Thompson Cathy J. Weber Fox Scott J. Williams Mary Zihal

Kings Park Fire Department

"In my 17 years since as a volunteer, I have met astronauts, TV starts, rich people and paupers. Believers and non-believers. They all found comfort in a place called Hospice House."

\$100 - \$249

Bill Adams
Joanne A. Agoglia
Lauretta Alio
Rick and Joanne Ambrosio
Warren R. Amendola
American Debt Resources
William Amplo
Carol A. Anderson
Gina Angevine
Nancy Appoldt

Jean Carroll
Mr. and Mrs. George Caton
Mr. and Mrs. John W. Cavanagh
Center for Internet Security
Elizabeth Cerrone
John and Donna Cetta
Mr. and Mrs. William J. Chapman
Maria Charres
Geoffrey Chellis
Bill and Mary Ciesla
Lisa Claisse

Pamela R. Cobb

"On my VNSHS interview, I was asked "Why hospice?' My answer was, it's more than a paycheck, it must be a calling."

W. Gerald Asher
Matthew Ashwood
Mr. and Mrs. Joseph J. Athanasio
Deneen M. Bair
William Bales
Moria Balseca
Donald A. Barnes
Mr. and Mrs. Thomas Barrett, Jr.
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Mr. and Mrs. Nicholas Bateman
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and Engineers

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The Benevity Community Impact Fund
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Dorothy J. Dare

Stephen and Rosemary Dare Timothy Daugherty Mr. and Mrs. Donald Davidson William Davidson Robert Davis Denise DeJong James and Rosemary Del Guidice Nancy Delaney Peggy DeMayo Arlene Dempsey Stephen and Mary Beth Denniston Lourdes DePoto Fran DeSantis Sheldon Dietz Mr. and Mrs. Raymond Discala Kathleen DiStefano **DJR Enterprise** Priscilla Doane

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Priscilla Doane Fund Kostas Douzinas, MD and

Kathleen Ellis The Estee Lauder Companies Laura Febrizio



Class of 2019 Northport High School graduate, Grace Burkhart, was awarded the Helen Strobl Memorial Scholarship in honor of the Visiting Nurse Service & Hospice of Suffolk's first executive director, who was a Baccalaureate and Masters nursing graduate and proponent of higher education for nurses. This scholarship is awarded annually to a student who has demonstrated academic achievement and is pursuing a career in the field of nursing.





A treasured tradition of the holiday season, VNSHS volunteers bake, box and deliver their favorite cookies to VNSHS hospice families throughout Suffolk County.

Ferrera, DeStefano & Caporusso Robert J. and Barbara Festa Fidelity Charitable Dorothy Fiedler John and Beth Filipponi Tracey Finck Margaret L. Fine James and Joyce Finn Mary Fischer Mr. and Mrs. Michael L. Fisenne

Linda Gottlieb Neil Greenberg Erin Grimm Mr. and Mrs. William C. Groelinger Dr. and Mrs. David Gross David and Maryann Grow Charles and Linda Gruhn Robert and Annette Gueits Elizabeth V.W. Haarke Robin Hadlev

Kristin Holcomb Mary Ellen E. Hornik Gisela Hunermund Suzanne Hunt and Bette Flood Mr. and Mrs. Geoffrey Hurt Islip School Age Child Care Judith Jakhelln Mr. and Mrs. Joseph Jencen Frank and Nancy Jenkins

"Our hospice experience was one of respect, care and compassion which culminated in lasting positive memories."

James P. Flaherty Mr. and Mrs. John P. Fleming Carolyn Flynn Michael and Gail Flynn John H. Flynn Ellen Foster Fr. Thomas A. Judge Columbiettes Rosemary T. Franke June L. Friedman Marie Fristachi Lawrence and Mary Fritz Matthew and Donna Fronk Francine Fuchs Candido Fuentes-Felix, MD Susan Furfaro Michele Gates

Mr. and Mrs. Stephen M. Gazes Donna L. Geiger Lynn Gekle Barbara Gettinger John E. Gibbons Gilbert Family Giving Fund John Gilligan Mary Gilmore Timothy and Andrea Gladding Josh Goldstein Sandra L. Gonzalez Helen Gorski Brendan Gory

Dr. Elizabeth Haeni Suzan Haeni Linda A. Hanley Sandra Hansen Virginia Hanson Richard and Carolyn Harrigan

Neil Harris

Kevin and Diane Harvey

Maryanne Hauk

Hauppauge Fire Dept.

Diane Havern

Paul and Robin Heglund

Marilyn Hein

Susan F. Hein

Winifred A. Heneghan Mr. and Mrs. Kent Herring

Rose L. Hewitt

John and Kristin Higgins Tom and Judy Hogan

Charles Holcomb

Marsha Kahn

Mitchell and Adela Kahn

C. Scott Kelly

Rita Kellv

Felicia A. Kelsey

Colleen Kennedy

Edward C. and Mary-Jo Kevorkian

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Nancy Killian

Barbara Kirwin

Mr. and Mrs. Richard Klein

KMR Contracting

Frank and Nancy Koch II Gary and Donna Kranich

Mr. and Mrs. Thomas C. Kroll

Dorothy Kuchler Lorraine Kulik

Franklin and Lillian LaBarbara

"Nothing compares to what I have gotten from being a volunteer. Whether it is sitting quietly with a patient, lending an ear to a visitor, making sure the kitchen is neat or watering plants, I always get so much more in return than I feel I give."

"Your staff allowed me to be a wife instead of a caregiver."

Mr. and Mrs. William Laimit

Linda Lanzer

Larkfield Auto Car Wash & Detail Center

George P. Lauinger Jr.

Barbara Lavalle Andrew Lawrence John and Doris Lea James L. Leone Rosemarie Leone

James R. and Luciana Leskody Melissa-

Robyn Levitan

Frank Sammarino and Keyman Lew

Toni Lico

Keryn Lieberman Jovanna Little Beth Anne Lucignano

Laurinda Lundy

Mr. and Mrs. Arno Lutz

Mr. and Mrs. Thomas Lynch, Jr.

Mary Lou Lysaght

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Mary Ellen Mack Corinne Mackay Eileen Madden Rochelle Madenburg Joan C. Mahon

Mr. and Mrs. Robert Mahon

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Donna Marie Schneider Ingle Ronald and Martha Schnurr Mr. and Mrs. Carl Schramm Mr. and Mrs. Michael Schroeder Mr. and Mrs. James W. Schubauer Mr. and Mrs. Alan J. Schulthesis

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"Hospice House provides what many of us wish for in our final days - a peaceful, homelike safe place for our families and ourselves."

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"The nurses came to our house to take care of my late wife during the final weeks of her life. It is hard for me to express my gratitude for the comfort they gave to both of us. You have to be there to realize the sheer humanity of it."

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Our heartfelt gratitude to the more than 1,000 donors with gifts of \$1 to \$99.00 during fiscal 2019. Due to space limitations, we are unable to list every name. Please know that every gift, regardless of amount, is greatly appreciated and advances our ability to help families facing a health care crisis.

Vineyard Vines

"I am so thankful for the stories my patients and their families share with me. I am honored each day, at such an intimate time, they have allowed me to accompany them as they approach end-of-life."

Hospice House: New York State's First Freestanding Inpatient Hospice

In the late 1990's, VNSHS recognized a gap in service on Long Island as there was no dedicated residence for patients who require end-of-life care and are unable to stay in their own home. As baby boomers and generation x'ers were juggling career and family while becoming caregivers to their parents and grandparents, hospice awareness and need was increasing. Although most Americans preferred to die at home, the majority spent their last days in facilities unlike home, which did not offer the full complement of services available to alleviate pain and suffering. Quality of life they may have enjoyed was sacrificed. Family needs and their participation in caring for loved ones was unmet.

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Hospice House runs at an operating deficit annually - a loss which the generosity of donors helps to offset. VNSHS is currently offering a naming opportunity of Hospice House in appreciation of a \$1 million gift. Please contact Linda Taylor or Susan Bruder if you are interested in naming this valuable community resource in memory or in honor of a loved one.

















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