

Hospice Maui Summary

Mission: To provide quality, compassionate hospice care to maximize comfort and dignity of those in their final days of life.

Category: Health and Wellness

Contact: Astrid Grupenhoff, Advancement Director

Address: 400 Mahalani Street, Wailuku, HI 96793

Grant History:

2017:	\$15,000
2018:	\$5,000
2019:	\$15,000
2020:	\$15,000
2021:	\$52,500
TOTAL GRANTS TO DATE:	\$102,500

2022 Request:	\$20,000 general operating support and \$40,000 for 5 new hospital beds
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Notes:

- Professional care team provides holistic medical, palliative, and spiritual care and support to the dying and their families.
 - Hospice Maui Hale is a 5-bed inpatient facility.
 - In 2020, 481 patients served along with community outreach programs and grief support groups.
 - General operating support requested for costs not covered by insurance.
 - Capital funds requested are **\$34,000** for office expansion, additional facilities, and small meeting space and **\$37,500** to build out each patient room to include a lanai to facilitate private family space.
 - 2021 GRANT: \$15,000 for general operating support and \$37,500 toward Hale lanai improvements.
- 2022:** CEO died suddenly in January. Interim is Clinical Director Melanie Dwyer.
- Merged with Navian Hawaii hospice care on Molokai and Lanai.
 - 2021 cared for 563 patients.
 - Beds are in great need of replacement. Each bed costs \$8000. Request is to fund 5 beds.





January 27, 2022

Laurence H. Dorcy Hawaiian Foundation
5959 Centerville Road, S 260
North Oaks, MN 55127

Dear Mr. Peterson,

Thank you so much for your generous contributions over the last 5 years! We appreciate your continuous support, helping our patients and their families by contributing to Hospice Maui's compassionate hospice care program. Your support in 2021 helped us tremendously not only to better accommodate visiting family members during COVID-19 in our Hale. Your general operating support sustained the services we offer and made a difference for many families!

This mailing includes one application for General Operating Support and one for our Capital Campaign. This year we respectfully request a grant from the Laurence H. Dorcy Hawaiian Foundation to support our Annual Fund with \$20,000. In addition, we are seeking support for our Capital Campaign in the amount of \$40,000 for 5 new hospital beds for our Hale.

Hospice Maui is deeply saddened to announce that their Chief Executive Officer, Dr. R. Gregory LaGoy, died suddenly on January 4, 2022, in Maui. Following consultation with the Hospice Maui Leadership Team, the Hospice Board of Directors formally appointed Clinical Director Melanie Dwyer, RN, CHPN, MSN to serve as Interim CEO of Hospice Maui.

On another note, Hospice Maui and Navian Hawaii just announced that the high-quality, end-of-life hospice care that Navian has been providing for many years on the islands of Molokai and Lanai will be transferred to Hospice Maui, effective February 1, 2022. The transition of these two programs to Hospice Maui is a natural evolution toward our serving the entire county and realizes Greg's dream of reuniting the islands.

For over 40 years, families and physicians on Maui have entrusted Hospice Maui with the care of their loved ones and patients, most of whom transition from curative cancer treatment onto Hospice Maui's treatment, known as palliative cancer treatment. Our team of doctors, nurses, nurse aides, social workers, chaplains and volunteers provide quality, compassionate hospice care to maximize the comfort and dignity of those in their last months and weeks of life. We are a proud member of *We Honor Veterans*, a national program that guides hospices in recognizing the contribution of those veterans who are being cared for.

In December 2016, Hospice Maui added a more traditional route of hospice care to our service: We opened a 5-bedroom facility (Hospice Maui Hale) next to our current office in Wailuku, Maui. We accommodate individuals who are very ill, but whose family support is not strong enough to stay at home, or those who live alone or have no home.

If you wish to learn more about our organization, please see the enclosed pages or go to HospiceMaui.org and please let us know if you have any questions or need more information by calling us at 808-244-5555.
Thank you very much for your consideration!

Sincerely,

Melanie Dwyer
Interim CEO

About Hospice Maui

Hospice Maui provides quality, compassionate hospice care to maximize the comfort and dignity of those in their last months and weeks of life, wherever they call home. This is done by our professional care team. Our Physicians are experts in pain and symptom control. A Registered Nurse is available 24 hours a day. They make visits as needed, assess symptoms, manage medications, equipment and supplies and provide guidance. Our certified Aides provide compassionate support and personal care to patients, and education for caregivers. Our Social Workers provide practical and emotional support and help to navigate community resources. The Spiritual Counselors listen and counsel with issues of hope, meaning, and fear of death. Our Bereavement Counselor offers grief support. We have trained Volunteers, who visit with the patient so the family caregiver can take a break and provide practical assistance. Our volunteers are carefully screened, and complete 35 hours of training. We offer a wide range of complementary therapies like acupuncture, music and pet therapy programs, physical and other therapy services. In addition, we provide weekly grief support groups to the general public, facilitated by licensed professional counselors. For 40 years, we have enriched Maui's Community by: Investing in relationships with other healthcare professionals and organizations to better serve those who are seriously ill, providing education and in-service training on topics surrounding caregiver resources, healthcare decision making, grief counseling, and end-of-life care issues, engaging community members at our information booths at health fairs and other community events, and establishing trust and collaboration with physicians and families.

About Hospice Maui Hale

In December 2016, Hospice Maui added a more traditional route of hospice care to our service. Since then part of our hospice program is providing hospice care in our 5-bed inpatient facility. Many families have the need for 24-hour care near the end of life of a loved one. Our hale provides a homelike residence that offers a beautiful balance between privacy and community living, when dying at home is not an option. At the Hospice Maui Hale we provide the dignity, quality care and compassion that all of us would want for our family members during this difficult time.

The Hospice Maui Hale provides a beautiful place for our patients to spend their last days or weeks of life when they can't be at home. At Hospice Maui Hale, patients receive our specialized compassionate care to meet their medical, social, emotional, and spiritual needs. Most health insurances cover the cost of hospice care based on the patient being at home. Because of this, it usually does not cover the additional room and board costs of staying at Hospice Maui Hale, or at any other assisted living facility.

A. Grant Request for General Operating Support

Amount of the request

\$20,000

The need being addressed

Hospice Maui provides hospice care to dying individuals on Maui, and effective February 1, Lanai and Molokai. The target population is served directly by our hospice care program. Individuals with a progressive and incurable illness in their last days, weeks, and occasionally months of life, and the family members of those who are ill. We serve patient families by assisting them during the illness of their loved one and after death. They are served in the home setting, in assisted living facilities, in nursing homes, in the hospital, and in our Hospice Hale.

How Hospice Maui is meeting that need

Hospice care is the most appropriate type of health care available for those with incurable, progressive conditions. The need for hospice care spans a range of reasons from humanistic perspectives (compassionate care) to hard economic facts (hospice care costs a fraction of cure-oriented, life-extending treatments).

We address the need for quality, compassionate hospice care to maximize the comfort and dignity of those in their last months and weeks of life. Highly trained and experienced professionals, including an all-RN hospice nursing staff, care for the patient and support the caregivers, and anticipate and address the complex physical, emotional, and spiritual issues. Our hospice care program objective is that patients will experience symptom and pain relief and the various other physical, emotional, social and spiritual benefits of hospice care. Family members will benefit from the supportive relationships with hospice staff as well as learn how to care for their loved ones and make the most of their remaining time together. They also will experience bereavement support. To accomplish this, Hospice Maui provides RN's, MSW's, counselors, physicians, volunteers, all medicines, supplies and equipment needed, as well as complete support for activities of daily living, such as food, bathing, and assistance with other tasks as needed.

The demographic of our clientele

On the occasions that we have gathered detailed demographic information, we found that the demographics of those we serve reflect the same distributions (except for age) as the population in our service area of now Maui County.

Last year we provided hospice care to 563 patients and 2,252 families. In addition, our bereavement staff reached hundreds of people through our grief support groups. We also served our Maui community members and professionals with our outreach education program (Inservice training and webinars).

How Dorcy Foundation grant money would make a difference to our organization and clientele

Hospice Maui cares for Maui's individuals who have a progressive and incurable illness in their last days, weeks, and occasionally months of life. We provide, without charge to those without insurance and who cannot afford it, whatever is needed for that care. In addition, we do our work in a way that exceeds the highest standards of hospice care. Because of these two factors, our care typically costs more than the insurance coverage.

The reimbursement we receive from insurers just covers our home care operations but does not cover the cost of operating the Hale. Often, patients/families do not have insurance that covers their room and board charges, and Hospice Maui fundraises the money to cover that. Proceeds from fundraising offset those expenses and allow us to continue to serve this community through our facility.

Information regarding our primary funding sources

Hospice care is covered by all health insurers, and the majority of Hospice Maui's revenue comes from health insurance billing, with the bulk of the remainder coming from unrestricted donations from grants and from community members. We provide hospice care whether or not there is insurance or the ability to pay. When there is no source of payment, donations cover the cost of care.

B. Grant Request for Capital Campaign

Amount of the request

\$40,000

The Purchasing of 5 new hospital beds for Hospice Maui Hale

This is a large-scale purchase for our organization to help further our mission. We kindly ask for help to fund this major purchase. The cost for each bed (Centrella Smart Bed from Hillrom) including shipping is \$8000. These are high quality beds that would increase the overall patient experience at our Hospice Maui Hale. This bed would be a major improvement and upgrade from our current beds in regard to patient safety, patient satisfaction, and overall durability. This bed upgrades patient safety through its built in fall and pressure injury prevention features. The mattress is far superior to standard bed mattresses which would improve overall comfort for our patients. This bed has a built-in hydraulic system that allows for easy movement of beds. Most of our patients are bed bound and unable to get outside via wheelchair. The easy movement feature of this bed would give us the ability to take patients outside in their bed on our outdoor lanai space to enjoy fresh air with family and friends. All of our rooms have open air circulation, so the moisture and ocean air are damaging to the metal framing of standard beds. The centrella smart bed is mostly plastic and will hold up better to the island elements better and last longer than current/standard beds.

Estimated expenses: \$40,000

Needed support: \$40,000

HOSPICE MAUI, INC.

Statements of Financial Position

As of June 30, 2021 and 2020

ASSETS			
		<u>2021</u>	<u>2020</u>
CURRENT ASSETS			
Cash and Cash Equivalents (Note 2)		\$ 4,169,090	\$ 3,872,833
Accounts Receivable (Note 2)		740,558	740,928
Prepaid Expenses		9,484	-
Investments (Note 10)		<u>112,281</u>	<u>101,936</u>
Total Current Assets		5,031,413	4,715,697
PROPERTY AND EQUIPMENT (Note 2)			
Buildings and Leasehold Improvements		3,208,634	3,208,634
Land		200,000	200,000
Furniture & Equipment		142,899	130,566
Land Improvements		101,451	54,040
Accumulated Depreciation		<u>(779,189)</u>	<u>(678,164)</u>
Net Property and Equipment		2,873,795	2,915,076
TOTAL ASSETS		<u><u>\$ 7,905,208</u></u>	<u><u>\$ 7,630,773</u></u>
LIABILITIES & NET ASSETS			
CURRENT LIABILITIES			
Accounts Payable		\$ 440,970	\$ 540,465
Accrued Payroll and Related Expenses		630,533	470,200
Refundable Advances (Note 2)		<u>-</u>	<u>299,443</u>
Total Current Liabilities		1,071,503	1,310,108
NET ASSETS (Note 3)			
Without Donor Restrictions		6,759,985	6,209,482
With Donor Restrictions		<u>73,720</u>	<u>111,183</u>
Total Net Assets		<u>6,833,705</u>	<u>6,320,665</u>
TOTAL LIABILITIES & NET ASSETS		<u><u>\$ 7,905,208</u></u>	<u><u>\$ 7,630,773</u></u>

The accompanying notes are an integral part of these financial statements

HOSPICE MAUI, INC.

Statement of Activities and Changes in Net Assets
For the Year Ended June 30, 2021
(With Comparative Totals for the Year Ended June 30, 2020)

	Without Donor Restrictions	With Donor Restirctions	Total 2021	Total 2020
PUBLIC SUPPORT AND REVENUE				
Program Service Revenue	\$ 6,942,271	\$ -	\$ 6,942,271	\$ 6,507,457
Grants and Contributions	729,541	113,944	843,485	1,374,051
Other Revenue	7,360	-	7,360	4,255
Fundraising Revenue	287	-	287	11,767
Investment Revenue	7,153	-	7,153	21,639
Net Assets Released From Restrictions	<u>151,407</u>	<u>(151,407)</u>	<u>-</u>	<u>-</u>
Total Public Support and Revenue	7,838,019	(37,463)	7,800,556	7,919,169
EXPENSES				
Program Services	5,656,769	-	5,656,769	5,017,572
Management and General	1,597,000	-	1,597,000	1,516,969
Fundraising	<u>33,747</u>	<u>-</u>	<u>33,747</u>	<u>143,385</u>
Total Expenses	<u>7,287,516</u>	<u>-</u>	<u>7,287,516</u>	<u>6,677,926</u>
CHANGE IN NET ASSETS	550,503	(37,463)	513,040	1,241,243
NET ASSETS, BEGINNING OF YEAR	<u>6,209,482</u>	<u>111,183</u>	<u>6,320,665</u>	<u>5,079,422</u>
NET ASSETS, END OF YEAR	<u><u>\$ 6,759,985</u></u>	<u><u>\$ 73,720</u></u>	<u><u>\$ 6,833,705</u></u>	<u><u>\$ 6,320,665</u></u>

The accompanying notes are an integral part of these financial statements

HOSPICE MAUI, INC.

Statement of Functional Expenses

For the Year Ended June 30, 2021

(With Comparative Totals for the Year Ended June 30, 2020)

	2021			2020	
EXPENSES	Program Services	Management and General	Fundraising	Total	Total
Human Resource Costs	\$ 4,588,590	\$ 834,889	\$ 16,927	\$ 5,440,406	\$ 5,021,413
Pharmacy	376,452	-	-	376,452	342,393
Durable Medical Equipment	296,122	-	-	296,122	266,612
Occupancy	14,253	181,931	-	196,184	200,333
Bad Debt Expense	167,814	-	-	167,814	109,491
Information Technology	-	150,041	-	150,041	119,811
Depreciation Expense	-	101,025	-	101,025	98,078
Telecommunications	-	78,951	-	78,951	84,867
Mileage	67,767	752	-	68,519	67,043
Patients Special Needs	59,738	-	-	59,738	72,030
Ancillary Services	59,376	-	-	59,376	34,150
Insurance	-	58,843	-	58,843	51,305
Accounting, Banking and Legal	-	30,391	-	30,391	32,988
Dues, Licenses, and Subscriptions	-	25,591	-	25,591	18,914
Informational Materials	-	8,418	16,820	25,238	18,675
Continuing Education	-	24,678	-	24,678	33,482
Minor Equipment and Maintenance	-	24,286	-	24,286	9,446
Other Expense	-	22,295	-	22,295	7,171
Office Supplies	19,929	-	-	19,929	31,128
Staff Computer Expense	-	17,056	-	17,056	6,117
Public Education	-	12,667	-	12,667	22,153
Bereavement and Volunteers	-	12,176	-	12,176	8,611
Postage	-	11,635	-	11,635	9,465
Outside Consulting	6,728	-	-	6,728	8,280
Meeting Expenses	-	1,375	-	1,375	3,970
Total Expenses	<u>\$ 5,656,769</u>	<u>\$ 1,597,000</u>	<u>\$ 33,747</u>	<u>\$ 7,287,516</u>	<u>\$ 6,677,926</u>

The accompanying notes are an integral part of these financial statements