

MINNESOTA VISITING NURSE AGENCY
HOSPICE OF THE TWIN CITIES

2012 ANNUAL REPORT



MISSION



The mission of Minnesota Visiting Nurse Agency (MVNA) is to enhance the health of the community by serving as a leader in providing compassionate, comprehensive and cost-effective nursing care and preventative health services to people in need.

MVNA is a non-profit, public health care provider in the Twin Cities metro area. Since 1902, MVNA has provided nurse home visiting services to pregnant women, infants, children, adults and older adults. MVNA is licensed by the State of Minnesota, certified by Medicare and accredited nationally by Community Health Accreditation Program (CHAP).



The mission of Hospice of the Twin Cities is to enhance the quality of life for patients and their families by providing respectful care based on maintaining dignity, alleviating physical, psychosocial and spiritual suffering, advocating for fundamental rights and affirming the sacred value of life.

Hospice of the Twin Cities is a non-profit, Medicare-certified, state licensed hospice program, CHAP accredited and a wholly owned subsidiary of MVNA. Hospice of the Twin Cities provides care that focuses on the person, not the disease, empowering individuals to live with dignity while remaining alert and pain-free. Care is about living life to the fullest in secure and familiar surroundings with those who matter most.

FROM THE CEO

Yoruba is a 64 year-old African woman who resides in Minneapolis and was referred recently. Yoruba was diabetic, had high-blood pressure and a mental illness diagnosis. She needed help with medication set-up and reminders. Previously she had been instructed at a clinic on how to use a pre-loaded medication box, but she did not understand the instructions. The nurse was able to better communicate with her and properly instructed Yoruba on how the medication dispensing box worked. The nurse also discovered Yoruba needed a home health aide and food resources, and she was able to set-up personal care help by arranging an MVNA social worker to visit. The end results were that Yoruba discontinued randomly selecting medications to take; she stabilized and managed her disease process; and Yoruba finally had access to nutritious food.*

**Name changed to protect privacy*

Dear Partners,

It's my pleasure to share with you the successes we've achieved on behalf of community members in need of home and community health services. Although many are still in need, Minnesota Visiting Nurse Agency (MVNA) and Hospice of the Twin Cities maximized the support of donors and community partnerships while riding the wave of change in national, state and local health care reforms to impact the health of our community.

In 2012, MVNA served more than 15,244 clients and Hospice of the Twin Cities served 603 patients. Our mission to provide comprehensive and culturally competent care from pre-birth to beyond end of life care for families was delivered daily in the form of high quality health care, close partnerships and connections to resources that improve quality of life. I was again touched, and I'm sure you will be too, by the stories of our clients who received the life changing health care support and services that allow them to be more self-sufficient, lead healthier lives or receive end of life support in a dignified manner.

As the year came to a close, we developed a strategic direction that will guide our organization's activities over the next few years. Our services and expertise are in high demand, and thanks to strong supporters, we have the capacity to respond. I invite you to read our annual report for additional accomplishments and a snapshot of those we are privileged to serve. As an agency we will never stop working toward



our goal of ensuring that the health care needs of all of the residents in our community are met and people regardless of their need are cared for by skilled, caring, and trained staff. On behalf of MVNA and Hospice of the Twin Cities staff and the many people we serve, thank you for your support!

Kind Regards,

A handwritten signature in blue ink that reads "Jen Van Liew".

Dr. Jen Van Liew
Chief Executive Officer

A note from a hospice patient family member:

Our family is deeply grateful for all your kindness, thoughts, love and prayers. Bless you all. My brother and I cannot thank you enough for all your help and making our mother's last wish come true, which was to return back to her home land of Sierra Leone West Africa before she died. Your continuous care made all the difference. Though she was not able to thank you herself, during the nurse visits at her bedside, she knew that you cared. Thank you for making her last days peaceful and comfortable; and for the support to the family.

AT A GLANCE

In 2012, with your support we:

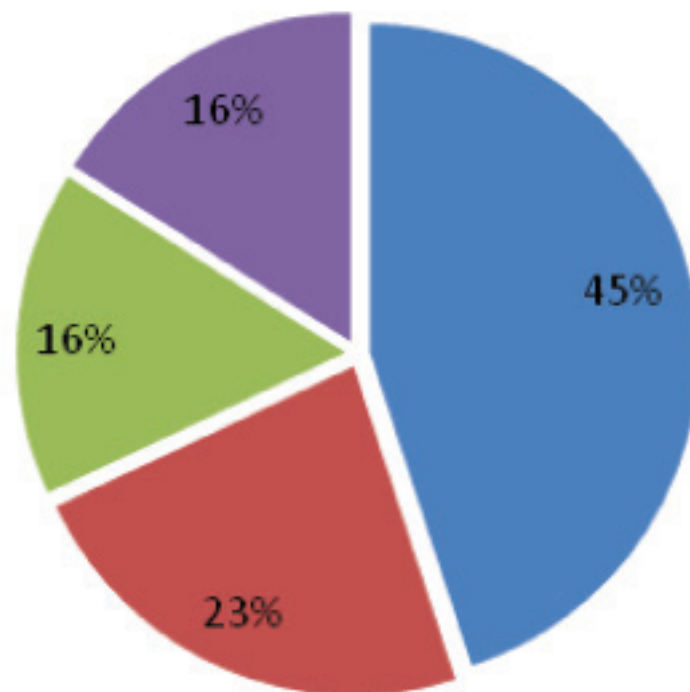
- Served 15,244 individuals through MVNA and 603 individuals and their families through Hospice of the Twin Cities and Hospice of the Valley.
- Provided 58,483 home visits by MVNA programs and 27,908 through Hospice.
- Hosted 1,718 vaccine clinics and administered 89,678 immunizations.
- Consulted with 248 licensed child care centers and 42 charter schools.
- Conducted 651 classes on CPR-AED, First Aid and Basic Life Support.
- Provided 2,160 participants at corporations and community health events biometric health screens.
- Educated 368 individuals on proper car seat usage.
- Interpreted during 4,648 visits in 25 different languages with Spanish, Somali and Hmong the most prevalent.
- Experienced 4,012 volunteer hours in Hospice from dedicated community members.
- Provided 1,849 households with health educational and safety items.



PROGRAM REVENUE

2012 ACTUAL

■ Hospice ■ Family Health ■ Adult Health ■ Community Health



Marie had finally come to terms that her father in-law was dying. As his primary caregiver, she dropped out of nursing school to see to his needs around the clock. The stress was overwhelming as she had to make major adjustments to her home in order to house her dying father in-law. It was compounded by the fact that her 10 year-old son could not accept that his once energetic and fun-loving grandfather was dramatically declining. Where he once played catch with her son and talked to him about school, now Grandfather was sleeping for long amounts of time, angry and agitated or too tired to play. Hospice of the Twin Cities evaluated her father in-law and was able to do same-day admission, deliver a hospital bed and pain medication that same evening and offered counseling for her son. Hospice of the Twin Cities staff truly affirmed the value of life for her family: helping her father in-law to die with comfort and dignity while seeing to the health, well being and healing of family members.

FINANCIALS

Minnesota Visiting Nurse Agency and Affiliated Consolidated Balance Sheet January 1, 2012 - December 31, 2012

	<u>MVNA</u>	<u>Hospice</u>	<u>Eliminations</u>	<u>Total</u>
Assets:				
Current Assets				
Cash and Cash Equivalents	\$ 1,635,304	\$ 1,031,078	-	\$ 2,666,382
Receivables:				
Patient, Net	\$ 2,732,989	\$ 930,224	-	\$ 3,663,213
United Way/ Other Pledges	\$ 524,504	-	-	\$ 524,504
Related Party	\$ 47,120	\$ 529,153	\$ (576,273)	-
Prepaid Expenses	\$ 355,247	\$ 11,005	-	\$ 366,252
Total Current Assets	\$ 5,295,164	\$ 2,501,460	\$ (576,273)	\$ 7,220,351
Restricted Assets:				
Designated by Board	\$ 2,316,548	\$ 2,424,651	-	\$ 4,741,199
Restricted for Scholarships	\$ 9,455	-	-	\$ 9,455
Endowment Investment	\$ 155,490	-	-	\$ 155,490
Total Restricted Assets	\$ 2,481,493	\$ 2,424,651	-	\$ 4,906,144
Property and Equipment, Net	\$ 577,120	\$ 76,690	-	\$ 653,810
Other Assets		\$ 236,962	-	\$ 236,962
Total Assets	\$ 8,353,777	\$ 5,239,763	\$ (576,273)	\$ 13,017,267
Liabilities and Net Assets:				
Current Liabilities				
Current Maturities of				
Long-Term Debt	\$ 32,634	-	-	\$ 32,634
Accounts Payable:				
Trade	\$ 579,650	\$ 328,582	-	\$ 908,232
Estimated Third-Party				
Payor Settlement	\$ 32,313	-	-	\$ 32,313
Related Party	\$ 529,153	\$ 47,120	\$ (576,273)	-
Deferred Revenue	\$ 43,514	-	-	\$ 43,514
Accrued Salaries & Benefits	\$ 1,210,741	\$ 234,597	-	\$ 1,445,338
Total Current Liabilities	\$ 2,428,005	\$ 610,299	\$ (576,273)	\$ 2,462,031
Long Term Debt,				
Less Current Maturities	\$ 27,302	-	-	\$ 27,302
Total Liabilities	\$ 2,455,307	\$ 610,299	\$ (576,273)	\$ 2,489,333
Net Assets:				
Unrestricted				
Operating	\$ 3,016,578	\$ 2,188,215	-	\$ 5,204,793
Board Designated	\$ 2,316,548	\$ 2,424,651	-	\$ 4,741,199
Temporarily Restricted	\$ 409,854	\$ 16,598	-	\$ 426,452
Permanently Restricted	\$ 155,490	-	-	\$ 155,490
Total Net Assets	\$ 5,898,470	\$ 4,629,464	-	\$ 10,527,934
Total Liabilities and				
Net Assets	\$ 8,353,777	\$ 5,239,763	\$ (576,273)	\$ 13,017,267

FINANCIALS

	MVNA	Hospice	Eliminations	Total
Unrestricted Revenue, Gains and Other Support:				
Net Patient Services Revenue	\$ 12,778,320	\$ 7,087,147	\$ (325,672)	\$ 19,539,795
Other Revenue	\$ 20,826	\$ 68,867	\$ (36,862)	\$ 52,831
Unrestricted Contributions	\$ 267,198	\$ 19,756	-	\$ 286,954
Net Assets Released from Restricted for Operations	\$ 442,405	\$ 7,446	-	\$ 449,851
Total Unrestricted Revenues, Gains and Other Support	\$ 13,508,749	\$ 7,183,216	\$ (362,534)	\$ 20,329,431
Expenses:				
Operational Expenses	\$ 12,437,461	\$ 6,058,041	\$ (362,534)	\$ 18,132,968
Depreciation	\$ 129,864	\$ 59,106	-	\$ 188,970
Interest	\$ 7,131	-	-	\$ 7,131
Provision for Bad Debt	\$ 90,000	\$ 6,000	-	\$ 96,000
Total Expenses	\$ 12,664,456	\$ 6,123,147	\$ (362,534)	\$ 18,425,069
Operating Income	\$ 844,293	\$ 1,060,069	-	\$ 1,904,362
Other Income (Loss)				
Loss on Disposal of Assets	\$ (59,610)	-	-	\$ (59,610)
Investment Income	\$ 188,296	\$ 168,566	-	\$ 356,862
Excess of Revenue Over Expense				
	\$ 972,979	\$ 1,228,635	-	\$ 2,201,614
Transfer from Related Parties	\$ 499,702	\$ (499,702)	-	-
Increase In Unrestricted Net Assets				
	\$ 1,472,681	\$ 728,933	-	\$ 2,201,614
Increase in Unrestricted Net Assets				
	\$ 1,472,681	\$ 728,933	-	\$ 2,201,614
Temporarily Restricted Assets	\$ (65,177)	\$ 4,619	-	\$ (60,558)
Increase in Net Assets	\$ 1,407,504	\$ 733,552	-	\$ 2,141,056
Net Assets Beginning of Year	\$ 4,490,966	\$ 3,895,912	-	\$ 8,386,878
Net Assets - End of Year	\$ 5,898,470	\$ 4,629,464	-	\$ 10,527,934

My Family and I want to thank you for everything it helped us out so much and brighten our spirits back up. We really want to thank you for the diapers, wipes, learning books and for the \$20 in Cub Food Cards. I can't express enough the thanks we send to you. Thank you Thank you

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