

COMMUNITY BENEFITS REPORTING FORM

Pursuant to RSA 7:32-c-1

FOR FISCAL YEAR BEGINNING 10/01/2011

to be filed with:

Office of the Attorney General
Charitable Trusts Unit
33 Capitol Street, Concord, NH 03301-6397
603-271-3591

Section 1: ORGANIZATIONAL INFORMATION

Organization Name : Exeter Hospital

Street Address : 5 Alumni Drive

City : Exeter County 08 - Rockingham State NH Zip Code 3833

Federal ID # -222674014 State Registration # 6273

Website Address: <http://www.exeterhospital.com/>

Is the organization's community benefit plan on the organization's website? Yes

Has the organization filed its Community Benefits Plan Initial Filing Information form? Yes

IF NO, please complete and attach the Initial Filing Information Form.

IF YES, has any of the initial filing information changed since the date of submission?

No **IF YES**, please attach the updated information.

Chief Executive: Kevin Callahan (603) 580-6691 kcallahan@ehr.org

Board Chair: Glenn McKenzie (603) 926-1934 mck023@comcast.net

Community Benefits

Plan Contact: Mark Whitney (603) 580-7437 mwhitney@ehr.org

Is this report being filed on behalf of more than one health care charitable trust? No

IF YES, please complete a copy of this page for each individual organization included in this filing.

Section 2: MISSION & COMMUNITY SERVED

Mission Statement:

The mission of Exeter Hospital is to improve the health of the community. This mission will be principally accomplished without compromising Exeter Hospital’s sustainability through the provision of health services and information to the community in collaboration with Exeter Health Resources’ other affiliates which share this mission

Has the Mission Statement been reaffirmed in the past year (RSA 7:32e-1)? Yes

Please describe the community served by the health care charitable trust. “Community” may be defined as a geographic service area and/or a population segment.

Service Area (Identify Towns or Region describing the trust’s primary service area):

Exeter Hospital Service Area

Atkinson	Hampstead	Nottingham
Barrington	Hampton	Plaistow
Brentwood	Hampton Falls	Portsmouth
Candia	Kensington	Raymond
Chester	Kingston	Rye
Danville	Lee	Rye Beach
Deerfield	Madbury	Sandown
Durham	Newfields	Seabrook
East Hampstead	Newington	Somersworth
East Kingston	Newmarket	South Hampton
Epping	Newton	Stratham
Exeter	Newton Junction	West Nottingham
Fremont	North Hampton	
Greenland	Northwood	

Total Area Population: 230,777
(Source: 2010 U.S. Census)

Service Population (Describe demographic or other characteristics if the trust primarily serves a population other than the general population):

Serve the General Population

Section 3: COMMUNITY NEEDS ASSESSMENT

In what year was the last community needs assessment conducted to assist in determining the activities to be included in the community benefit plan?

2008 *(Please attach a copy of the needs assessment if completed in the past year)*

Was the assessment conducted in conjunction with other health care charitable trust in your community? Yes

Based on the needs assessment and community engagement process, what are the priority needs and health concerns of your community?

	NEED (Please enter code # from attached list of community needs)	Net Community Benefit Expense
1	101 – Access to Care; Financial Barriers	\$12,653,894
2	122 – Availability of Behavioral Health Care	\$ 376,125
3	121 – Availability of Dental/Oral Health Care	
4	604 – Prescription Assistance	\$ 100,000
5	603 – Senior Services	
6	407 – Access/Availability of Alcohol/Drug Treatment	
7	420 – Obesity	\$ 291,669
8	601 – Transportation Services	\$ 210,445
9		

What other important health care needs or community characteristics were considered in the development of the current community benefits plan (e.g. essential needs or services not specifically identified in the community needs assessment)?

	NEED (Please enter code # from attached list of community needs)	Net Community Benefit Expense
A	300 – Chronic Disease – Prevention and Care; General	\$ 1,358,515
B	100 – Access to Care; General	\$ 1,472,537
C	123 – Availability of Other Medical Specialties	
D	520 – Community Safety and Injury; General	\$ 1,323,804
E	999 – General Community Benefit Programs	\$ 789,155
F		
G		

Total Exeter Healthcare Community Benefit Expense:	\$18,576,144
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*Any individual within the service area can apply for charity care.

Section 4: COMMUNITY BENEFIT ACTIVITIES

Identify the categories of Community Benefit activities provided in the preceding year and planned for the upcoming year (note: some categories may be blank). For each area where your organization has activities, report the past and/or projected unreimbursed costs for *all* community benefit activities in that category. For each category, also indicate the *primary* community needs that are addressed by these activities by referring to the applicable number or letter from the lists on the previous page (i.e. the listed needs may relate to only a subset of the total reported costs in some categories).

<i>A. Community Health Services</i>	<i>Community Need Addressed</i>	<i>Unreimbursed Costs (preceding year)</i>	<i>Unreimbursed Costs (projected)</i>
<i>Community Health Education</i>	D E --	\$660,384.00	\$680,197.00
<i>Community-based Clinical Services</i>	D A E	\$212,771.00	\$219,155.00
<i>Health Care Support Services</i>	8 1 4	\$510,991.00	\$526,319.00
<i>Other:</i>	-- -- --		

<i>B. Health Professions Education</i>	<i>Community Need Addressed</i>	<i>Unreimbursed Costs (preceding year)</i>	<i>Unreimbursed Costs (projected)</i>
<i>Provision of Clinical Settings for Undergraduate Training</i>	B -- --	\$956,825.00	\$985,531.00
<i>Intern/Residency Education</i>	-- -- --		
<i>Scholarships/Funding for Health Professions Ed.</i>	-- -- --		
<i>Other:</i>	-- -- --		

<i>C. Subsidized Health Services</i>	<i>Community Need Addressed</i>	<i>Unreimbursed Costs (preceding year)</i>	<i>Unreimbursed Costs (projected)</i>
<i>Type of Service: Diabetes</i>	A -- --	\$939,319.00	\$967,498.00
<i>Type of Service: Paramedicine</i>	D -- --	\$1,300,055.00	\$1,339,057.00
<i>Type of Service: Mental Health</i>	2 -- --	\$376,125.00	\$387,409.00
<i>Type of Service: Women and Children</i>	1 B --	\$267,306.00	\$275,325.00
<i>Type of Service:</i>	-- -- --	\$0.00	\$0.00

<i>D. Research</i>	<i>Community Need Addressed</i>	<i>Unreimbursed Costs (preceding year)</i>	<i>Unreimbursed Costs (projected)</i>
<i>Clinical Research</i>	A B --	\$157,369.00	\$162,090.00
<i>Community Health Research</i>	A B --	\$4,493.00	\$4,628.00
<i>Other:</i>	-- -- --		

<i>E. Financial Contributions</i>	<i>Community Need Addressed</i>	<i>Unreimbursed Costs (preceding year)</i>	<i>Unreimbursed Costs (projected)</i>
<i>Cash Donations</i>	7 E --	\$329,419.00	\$339,302.00
<i>Grants</i>	1 4 E	\$965,237.00	\$994,195.00
<i>In-Kind Assistance</i>	A B E	\$7,787.00	\$8,021.00
<i>Resource Development Assistance</i>	A B --	\$14,261.00	\$14,689.00

<i>F. Community Building Activities</i>	<i>Community Need Addressed</i>	<i>Unreimbursed Costs (preceding year)</i>	<i>Unreimbursed Costs (projected)</i>
<i>Physical Infrastructure Improvement</i>	-- -- --		
<i>Economic Development</i>	-- -- --		
<i>Support Systems Enhancement</i>	D -- --	\$30,773.00	\$31,696.00
<i>Environmental Improvements</i>	-- -- --		
<i>Leadership Development; Training for Community Members</i>	E -- --	\$4,000.00	\$4,120.00
<i>Coalition Building</i>	-- -- --		
<i>Community Health Advocacy</i>	E -- --	\$12,404.00	\$12,776.00

<i>G. Community Benefit Operations</i>	<i>Community Need Addressed</i>	<i>Unreimbursed Costs (preceding year)</i>	<i>Unreimbursed Costs (projected)</i>
<i>Dedicated Staff Costs</i>	-- -- --	\$20,225.00	\$20,831.00
<i>Community Needs/Asset Assessment</i>	-- -- --		
<i>Other Operations</i>	-- -- --		

<i>H. Charity Care</i>	<i>Community Need Addressed</i>	<i>Unreimbursed Costs (preceding year)</i>	<i>Unreimbursed Costs (projected)</i>
<i>Free & Discounted Health Care Services</i>	1 -- --	\$4,829,235.00	\$5,070,697.00

<i>I. Government-Sponsored Health Care</i>	<i>Community Need Addressed</i>	<i>Unreimbursed Costs (preceding year)</i>	<i>Unreimbursed Costs (projected)</i>
<i>Medicare Costs exceeding reimbursement</i>	-- -- --	\$17,409,591.00	\$17,931,879.00
<i>Medicaid Costs exceeding reimbursement</i>	1 -- --	\$6,955,362.00	\$7,650,898.00
<i>Other Publicly-funded health care costs exceeding reimbursement</i>	-- -- --		

Section 5: SUMMARY FINANCIAL MEASURES

<i>Financial Information for Most Recent Fiscal Year</i>	<i>Dollar Amount</i>
<i>Gross Receipts from Operations</i>	\$202,092,022.00
<i>Net Revenue from Patient Services</i>	\$190,927,133.00
<i>Total Operating Expenses</i>	\$190,363,290.00
<i>Net Medicare Revenue</i>	\$56,464,407.00
<i>Medicare Costs</i>	\$73,873,998.00
<i>Net Medicaid Revenue</i>	\$2,429,767.00
<i>Medicaid Costs</i>	\$10,461,876.00
<i>Unreimbursed Charity Care Expenses</i>	\$4,829,235.00
<i>Unreimbursed Expenses of Other Community Benefits</i>	\$13,746,909.00
<i>Total Unreimbursed Community Benefit Expenses</i>	\$18,576,144.00
<i>Leveraged Revenue for Community Benefit Activities</i>	\$43,749.00
<i>Total Community Benefits including Leveraged Revenue for Community Benefit Activities</i>	\$18,619,893.00

Section 6: COMMUNITY ENGAGEMENT in the Community Benefits Process

<i>List the Community Organizations, Local Government Officials and other Representatives of the Public consulted in the community benefits planning process. Indicate the role of each in the process.</i>	<i>Identification of Need</i>	<i>Prioritization of Need</i>	<i>Development of the Plan</i>	<i>Commented on Proposed Plan</i>
1) SeaCare Health Services	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
2) Families First Health and Support Center	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
3) Seacoast Mental Health Center	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
4) Lamprey Health Care	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
5) United Way of the Greater Seacoast	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
6) NH Senators in Exeter's Hospital Service Area (HSA)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
7) NH State Legislators in Exeter's HSA	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
8) Rockingham County Commissioners	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9) Seacoast Hospice	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10) Exeter Adult Education	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11) Raymond Coalition for Youth	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12) Raymond Outreach Center	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13) Rockingham Planning Commission	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
14) Raymond Police Department	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
15) Rockingham Community Action	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
16) A Safe Place	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
17) Community Resource Network	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
18) Sexual Assault Support Services	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
19) Southeastern New Hampshire Services	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
20) Seacoast Interfaith Hospitality Network	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
21) Service Link	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
22) NH Housing	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
23) Hampton Child and Family Program	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
24) Town of Stratham Administrator	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
25) ** SEE ATTACHED **	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please provide a description of the methods used to solicit community input on community needs (attach additional pages if necessary): In 2008, the operating affiliates of Exeter Health Resources - Exeter Hospital, Core Physicians, Exeter Healthcare and Rockingham VNA and Hospice - and their community partners conducted a Community Needs Assessment, focusing on priority health needs identified in the 2003 Community Needs Assessment. The purpose of the Assessment was to engage actual community members – through key leader interviews and Community Forums – to achieve the following objectives:

1. Educate and inform key leaders and Community Forum participants of the results of the 2003 Community Needs Assessment and achievements to date to meet identified needs
2. Validate Priority Health Needs identified in the 2003 Community Needs Assessment and further define these needs in 2008 from the stakeholders’ perspective
3. Identify unmet needs that have emerged since the 2003 Community Needs Assessment

4. Engage key leaders and Community Forum participants in a discussion to identify solutions to address community health needs
5. Share the findings of the UNH Survey Center Household Telephone Survey
6. Where appropriate, motivate key leaders and Community Forum participants to participate in efforts to address community health needs going forward
7. Serve as a continuing foundation for the development of a Community Benefits Plan, as mandated under RSA 7:32-e

The 2008 Community Needs Assessment included telephone survey, focus group and key leader interview components:

Exeter Hospital funded a random household telephone survey that was conducted by the University of New Hampshire Survey Center as a means of gathering information pertaining to the healthcare needs of the community. A total of 509 greater Seacoast adults were interviewed between May 22 and June 2, 2008.

A total of seven Community Forums were conducted in June, 2008, in the communities of Raymond, Portsmouth, Rochester, Dover, Hampton, Kingston and Exeter, with 119 total attendees.

Key Leader Interviews were conducted with various key leaders and stakeholders within the communities served by the operating affiliates of Exeter Health Resources and their community partners.

Section 6: COMMUNITY ENGAGEMENT in the Community Benefits Process, *Continued*

<i>List the Community Organizations, Local Government Officials and other Representatives of the Public consulted in the community benefits planning process. Indicate the role of each in the process</i>	<i>Identification of Need</i>	<i>Prioritization of Need</i>	<i>Development of the Plan</i>	<i>Commented on Proposed Plan</i>
26) Hampton Community Coalition	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
27) Kingston Fire Department	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
28) Selectman, Town of Hampstead	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
29) Portsmouth Regional Hospital	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
30) Seacoast VNA	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
31) Case Strategy, LLC	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
32) Selectman, Town of Exeter	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
33) Southern District YMCA	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
34) Richie McFarland Children’s Center	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
35) Transportation Assistance for Seacoast Citizens (TASC)	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
36) Cooperative Alliance for Regional Transportation	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
37) Community Partners	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
38) Hampton Welfare Department	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
39) Exeter Welfare Department	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
40) Portsmouth Welfare Department	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
41) Rockingham Nutrition	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
42) The Housing Partnership	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
43) Endowment for Health	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
44) OdysseyNH	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Section 7: CHARITY CARE COMPLIANCE

Please characterize the charity care policies and procedures of your organization according to the following:	YES	NO	Not Applicable
The valuation of charity care does not include any bad debt, receivables or revenue	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Written charity care policy available to the public	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Any individual can apply for charity care*	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Any applicant will receive a prompt decision on eligibility and amount of charity care offered	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Notices of policies in lobbies	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Notice of policies in waiting rooms	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Notice of policy in other public areas	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Notice given to recipients who are served in their home	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

* Any individual within the service area can apply for charity care.

Addendum
The Operating Affiliates of Exeter Health Resources
Narrative Report of Community Benefits, FY 2011

The mission of Exeter Health Resources and its affiliates is *to improve the health of the community*. This mission is principally supported through the provision of health services and information to the community.

Throughout the past year Exeter Hospital, Core Physicians, Exeter Healthcare and Rockingham VNA & Hospice have continued the pursuit of this mission. During FY 2011 the affiliates provided \$29,079,120 in charity care and other community benefit programs and services to communities in the areas served. Since the inception of the community benefit reporting requirement in FY 2000, the affiliates of Exeter Health Resources have provided a total of \$203,018,430 in community benefits.

Exeter Hospital is a 100-bed community-based hospital serving New Hampshire's Seacoast Region. Exeter Hospital's scope of care includes comprehensive medical and surgical health care services in breast health, maternal/child and reproductive medicine, cardiovascular, sleep medicine, occupational and employee health, oncology, orthopaedics, and emergency care. Exeter Hospital is accredited by the Joint Commission and is a member of the National Quality Forum.

Core Physicians is a community-based, multi-specialty group practice affiliated with Exeter Health Resources, providing comprehensive primary, specialty and pediatric dental care throughout the greater Seacoast Region. Over 100 physicians in twenty-five locations+ pursue exceptional patient satisfaction through clinical competence and professional office administration.

Exeter Healthcare is a sub acute and rehabilitation care facility offering multidisciplinary expertise that integrates rehabilitation, nursing, nutritional management, medical care and respiratory therapy.

Rockingham Visiting Nurse Association & Hospice is a community-based home health and hospice agency providing individuals and families with the highest quality home care, hospice and community outreach programs within Rockingham County and the surrounding towns of Barrington, Lee and Durham.

This addendum includes some of the affiliates' many community benefit services and programs that address identified needs:

- Access to Care for Uninsured/Underinsured
- Mental Health Access
- Dental Care Access
- Prescription Medication Affordability
- Elderly Services
- Access to Substance Abuse Services
- Transportation
- Obesity

Access to Care

Financial Assistance Exeter Hospital has three components to its health care access program:

- The Uninsured Care Discount/Hospital Access Plus Program extends a 20% discount off total charges to patients.
- The Financial Assistance Program is a community-based program for uninsured and underinsured patients who meet specific income, geographical and other guidelines, and who do not otherwise qualify for any state or federal assistance.
- Exeter's Catastrophic Care Program provides financial relief for those patients who do not qualify for our Financial Assistance Program, but who are faced with a substantial debt due to a serious illness or injury. This program is calculated based on a percentage of the patient's gross income.

The operating affiliates actively promote these programs through direct patient education, paid advertising and community partnerships.

Exeter Hospital provided \$4,829,235 (calculated at cost) in charity care during FY 2011, a 25 percent increase over FY 2010. In FY 2011 the charity care program served 2,304 people.

Core Physicians offers a financial assistance program for patients who meet certain geographic and financial criteria. In FY 2011 Core provided \$2,015,490 (calculated at cost) in charity care to 1,228 patients.

Women's Wellness Clinic: Through a partnership with SeaCare Health Services, this clinic provides uninsured and underinsured women with recommended breast and cervical cancer screenings. In FY 2011 the Women's Wellness Clinic served 121 women and Exeter Hospital provided \$64,343 to continue this initiative.

Community Partners

The operating affiliates of Exeter Health Resources work collaboratively with local non-profit agencies and organizations which strive to improve the health of the community. These relationships include:

Lamprey Health Care: In FY 2011 Exeter Hospital continued its financial support of Lamprey Health Care with a community benefit grant in the amount of \$500,250.

Lamprey Health Care is New Hampshire's oldest and largest private, non-profit community health center with locations in Newmarket, Raymond, and Nashua. The organization serves over 16,000 patients of all ages each year. As a community health center, they provide primary care and health-related services to all individuals and families, regardless of insurance status or ability to pay. By focusing on prevention and health care management, Lamprey Health Care strives to keep the insured and uninsured healthy, improving health outcomes and reducing health care costs for their patients and communities as a whole.

SeaCare Health Services: Exeter Hospital supported SeaCare Health Services in the amount of \$324,750.

SeaCare is the oldest volunteer provider network presently functioning in the US. Organized in 1989, SeaCare initially provided primary care for children in Portsmouth but expanded in 1994 to include primary and specialty health care coordination services for people of all ages in 21 towns in the Seacoast Region.

Families First Health and Support Center: In FY 2011 Exeter Hospital made a financial contribution to Families First in the amount of \$50,000.

Families First is a community health center offering a wide variety of health services and programs including primary care, prenatal care, dental care, and mobile health care for the homeless.

New Outlook Teen Center: Exeter Hospital continued its support of New Outlook Teen Center in the amount of \$90,237.

New Outlook is a recreational, educational and prevention-oriented program located in Exeter, NH offering after-school and summer adventure program settings for middle and high school youth. New Outlook serves more than 350 youth in the towns of Brentwood, East Kingston, Exeter, Kensington, Newfields and Stratham.

Behavioral Health Care

Seacoast Mental Health Center: Exeter Hospital partners with Seacoast Mental Health to offer mental health services to patients and their caregivers in the Emergency Department and Cancer Care Center. In FY 2011 Exeter helped to underwrite mental health services in the amount of \$376,125.

Dental Care Access

During FY 2011 Core Physicians' General Dentistry and Oral Surgery Practice provided subsidized dental services in the amount of \$753,468.

The **School-Based Mobile Dental Program** continues to provide pediatric oral health care to children grades K-5, in 18 towns throughout the greater Exeter area. Its mission is to provide education and care to children who lack a regular dental home. Services provided during the past year included oral screenings, dentist examinations, radiographs (x-rays), preventive sealants, cleanings, restorations, oral health education, and care coordination.

During FY 2011 9,324 children received education through the school mobile dental program, 2,956 children received an oral screening, 204 children received an examination and x-rays by a dentist, 225 children received a dental cleaning and 567 children received oral care coordination for completion of their dental treatment.

Transportation

Exeter Hospital's transportation program is an important health care support service provided in response to an identified community need. Each year the program enhances access for hundreds of patients who otherwise would not be able to obtain needed health care and health related support services. During FY 2011 Exeter Hospital provided 3,826 transports at a cost of \$210,445.

Additional Community Benefit Programs and Services

Health Professions Education

The operating affiliates of Exeter Health Resources continue to support professional education opportunities for those pursuing a future in health care.

Through the health professions education program, students in various stages of their academic careers benefit from the experience of working with professional clinical staff. An agreement with Dartmouth-Hitchcock Medical School allows medical students to pursue internships through Core Physicians' Exeter Pediatrics practice. A partnership with the Seacoast School of Technology allows high school juniors and seniors to explore future health career options available to them. Each year a large number of nursing students are given the opportunity to work alongside the excellent clinical staff of Exeter Hospital, Core Physicians, Exeter Healthcare and Rockingham VNA & Hospice.

During FY 2011 730 students spent a total of 26,581 hours participating in training and internship programs provided by the affiliates of Exeter Health Resources at a total of \$1,163,193.

Research

The Center for Cancer Care at Exeter Hospital participates in several national research groups sponsored by the National Cancer Institute, which enables the Center to offer clinical trials to patients undergoing treatment at Exeter Hospital. These offerings allow patients to voluntarily take part in leading edge research that does not necessitate travel outside of the Seacoast area. During FY 2011 Exeter Hospital provided \$161,862 for clinical trials and research that served 340 patients.