



AgraceTM

Hospice & Palliative Care

2016
Annual
Report

Accomplishments

Agrace Affiliates with UW Health, UnityPoint Health

On April 19, 2016, Agrace joined a new affiliation with two major health systems in southern Wisconsin, UW Health and UnityPoint Health. The goal of the agreement is to collaborate to more effectively serve patients' needs at the end of life—which clearly aligns with Agrace's mission and vision. UW Health and UnityPoint are committing to let Agrace lead the way in hospice and palliative care in the communities we serve by collaborating, rather than competing.

The affiliation also gives our clinical leaders a chance to work together with UW Health and UnityPoint to help make palliative care and hospice services a more common part of patients' care planning.

We continue to be a choice for everyone in southern Wisconsin who is struggling with serious illness, including patients from SSM clinics, SSM—St. Mary's hospitals in Madison and Janesville, and St. Clare Hospital in Baraboo.

Grief Support Center Plan Approved

In 2016, Agrace received board approval and began planning for a freestanding Grief Support Center in Madison, to open in August 2017.

Northern Illinois Location Opens

After 39 years of providing quality hospice care in Wisconsin, Agrace expanded across the state line in 2016. We opened an office building at 7290 Argus Drive in Rockford, Illinois, and are now serving patients in several counties in northern Illinois.

In December 2016, Agrace completed a successful survey from the Accreditation Commission for Health Care (ACHC) Review Board and achieved Accreditation Status for our new Rockford, Illinois office. Agrace is now licensed to serve Medicare patients in the state of Illinois through 2019.

Rural Access Continues to Expand

Agrace continued to expand our reach into underserved areas by extending our service into eastern Richland County, Wisconsin. The latest Medicare data indicate that, on average, only 24 percent of Medicare beneficiaries in Richland County received hospice care in 2013 in the last six months of life, compared with 58 percent in Dane County that same year.

Agrace Named Best Place to Work

Agrace was named a Best Place to Work by Madison Magazine with special commendation for our efforts to increase diversity.

Returning the Favor

How the Agrace Foundation Helps the Community

When patients who need Agrace’s palliative care or hospice services are not covered by Medicare, Medicaid or insurance and cannot otherwise afford their care, the Agrace Foundation is here to help. Thanks to community donations to the Foundation’s Care for All program, Agrace can offer free or discounted care to patients who demonstrate financial need throughout our entire service area, including Dane, Sauk and Rock counties in WI as well as counties in Northern Illinois. Because of this program, we’ve never turned away a patient for inability to pay. Those who donate to the Agrace Foundation don’t expect to get anything in return—and yet there is a return on their investment. In 2016, Agrace provided a community benefit of \$3.2 million through support of vital Agrace services and programs like these:

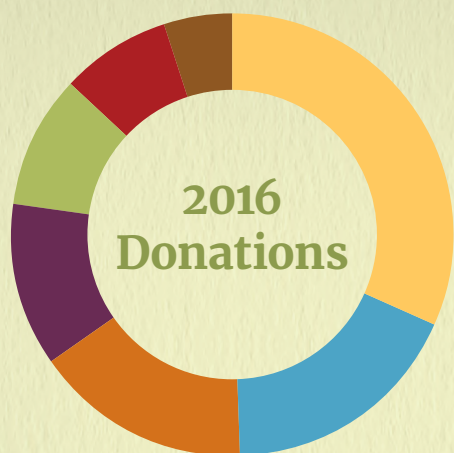
Grief services, including free support groups for adults and children that are open to the public

Respite care, so our patients’ caregivers can take a few days’ break

Volunteer training for the specialized roles they perform for Agrace

The Wish Program, which funds and coordinates end-of-life wishes for patients and families

The Hospice and Palliative Medicine Fellowship, which offers rotations to physicians-in-training



32%	Care for All Campaign	\$ 1,028,878
18%	Memorial	578,519
16%	General and Direct Mail Donations	511,022
	(Including individuals, foundations, businesses, etc.)	
12%	Bequests/Planned Giving	388,985
10%	Fundraising Events	322,203
8%	Thrift Stores	249,912
5%	United Way	154,043
	100% TOTAL	\$ 3,233,562

Foundation

Care for ALL

Endowment Campaign

Donors who made gifts of \$10,000 or more in 2016

Associated Bank

Badger State Auction

Baker Tilly Virchow Krause, LLP

Bob Stair Squared Memorial

Caritas Foundation, Inc.

Mr. Marvin L. Conney

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UW Health Quartz

Mike and Susan Van Sicklen

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Agrace leadership

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President and CEO

Pamela Edwards
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Julia Houck
Chief Administrative Officer

Jennifer Maurer
Chief Financial Officer

Brian Tennant
Chief Information Officer

Marcia Whittington
Chief Development Officer

Agrace Medical Services Team

Dr. Bruce Agneberg
Hospice/Palliative Physician

Dr. Tony Braus
Hospice/Palliative Physician

Dr. Tim Brieske
Hospice/Palliative Physician

Dr. Terry Carbour
Hospice/Palliative Physician

Dr. Winny Hung
Hospice/Palliative Physician

Dr. Kimberly Kopecky
Hospice/Palliative Physician

Dr. Bernard Micke
Hospice/Palliative Physician

Dr. Richard Nunez Lopez
Hospice/Palliative Physician

Dr. Sandhya Shah
Hospice/Palliative Physician

Dr. MJ Shah
Hospice/Palliative Physician

Dr. Ali Siddiqui
Hospice/Palliative Physician

Dr. David Watts
Hospice/Palliative Physician

Dr. Karuna Spiegelman
Hospice/Palliative Physician

Dr. KJ Williams
Hospice/Palliative Physician

Dr. Bill Rock
Medical Director, Emeritus

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*non-voting participant
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Sr. Pastor, Christ the Solid Rock Baptist Church

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President & CEO, Capitol Bank

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Chief Medical Officer, UnityPoint Health – Meriter

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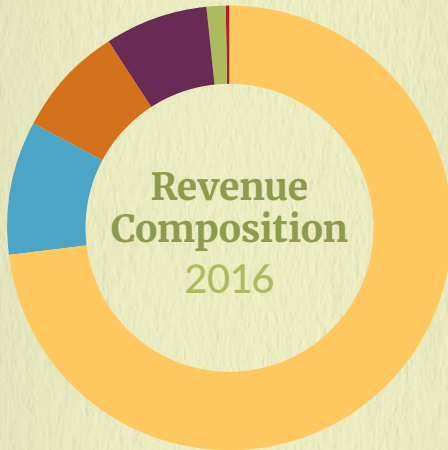
Michael Smith
Sr. VP, Johnson Bank

Missy Tracy
Municipal Relations Coordinator, Ho-Chunk Gaming Madison

Mike Yaktus
Managing Partner, LMB, LLC

2016 Financials

Agrace HospiceCare Inc.
and Affiliates



- Medicare, 73%
- Commercial Insurance & Self-pay, 9.7%
- Investment & other income, 8.3%
- Community Support, 7.4%
- Medicaid, 1.3%
- United Way, 0.2%



- Clinical patient care, 73%
- General & administrative, 18%
- Fundraising, 2%
- Grief, volunteer services & community education, 6%

Balance Sheet as of December 31, 2016

Assets

Cash and investments)	\$ 37,239,766
Patient accounts receivable (net)	9,090,795
Pledges and bequests receivable (net)	2,042,523
Property, equipment and artwork (net)	28,136,115
Other assets	<u>1,604,092</u>

Total Assets \$ 78,113,291

Liabilities and Net Assets

Accounts payable and accrued expenses	\$ 5,402,715
Long-term debt (including current portion)	124,830
Other liabilities	<u>263,170</u>

Total Liabilities 5,790,715

Total Net Assets 72,322,576

Total Liabilities and Net Asset \$ 78,113,291

Revenue and Expenses

Revenue

Patient service revenue (net)	\$ 53,265,897
"In-kind contributions & resale of donated merchandise"	1,528,144
Other revenue	1,290,821

Total Revenue 56,084,862

Expenses

Salaries and benefits	\$ 38,269,394
Patient-related expenses	10,082,983
Other operating expenses	7,764,086

Total Expenses 56,116,463

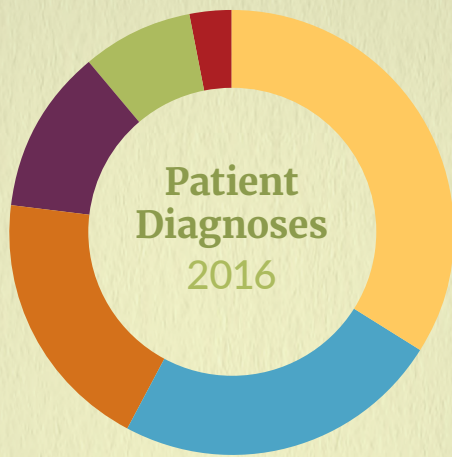
Operating Income \$ (31,601)

Other Income (Expense)

Contributions	\$ 2,785,554
Special events (net)	272,766
Fundraising expense	(915,050)
Investment income	1,481,745
Other	<u>(660,594)</u>

Net Income (Change in Net Assets) \$ 2,932,820

Services at a glance



- Cancer 34%
- Heart disease 24%
- Alzheimer's disease/dementia 19%
- Life-limiting illnesses, including Parkinson's, stroke, ALS and AIDS 12%
- Lung disease 8%
- Kidney disease 3%

Palliative Care

Agrace Palliative Care made approximately 650 Palliative Care Consultation visits in 2016 to help people who are struggling with serious illnesses get better relief from their symptoms, medication side effects and stress.

Grief Services

In 2016, Agrace provided grief services to more than 11,730 individuals—both children and adults. Although providing grief support is required by state and federal regulations, grief support services are not covered by insurance, Medicare or Medicaid reimbursement. Agrace provides these services because the organization believes they are critical to helping families return to functional living after their loss.

Grief Support Groups

Agrace's grief support groups are open to everyone in the community who has experienced the death of a loved one, even if the person has no prior experience with Agrace services.

Volunteers

In 2016, 925 specially trained volunteers provided 80,175 hours of service to Agrace in a variety of roles, including direct service to patients and their families in their homes, and in the Agrace inpatient units in Madison and Janesville. Volunteers also supported agency efforts by volunteering in many capacities including in our offices, kitchen and gardens and at our special events, community presentations and Agrace thrift stores.

Education

In 2016, 156 nursing students, medical students, residents and fellows, 11 pharmacy students, and 16 students from other health care professions participated in rotations at Agrace. Since the initiation of the Agrace Rotation Program in 1995, approximately 2,045 students, interns, residents, fellows and working health care professionals from the University of Wisconsin-Madison, Blackhawk Technical College, Edgewood College, Madison College, Herzing College, Alverno College, Creighton, Globe University, Benedictine University, Simmons College and other institutions of higher learning have completed an educational experience at Agrace. Agrace receives no reimbursement for these rotations with the exception of an annual stipend from the UW-Madison School of Pharmacy.