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Hospice of Southern Maine

Experts in care for patients and families across 68 Maine towns and islands.

Our team of doctors, nurse practitioners, nurses, chaplains, social workers, hospice aides, bereavement counselors, and volunteers work with patients and their families to provide expert end-of-life care in homes, extended care facilities and at our in-patient hospice house, Gosnell Memorial Hospice House.

hospiceofsouthernmaine.org 207-289-3640



As Chair of the Board at Hospice of Southern Maine, people sometimes ask

"Why we do what we do."

The answer to this question is both simple and profound. No matter who it is - all people, from all walks of life - deserve the compassionate, loving, professional care we provide.



Paul Wolf Board Chair

Each member of our board and every employee believes in and is committed to Hospice of Southern Maine's (HSM) unique mission - compassion, care and comfort through end of life.

Over and over, we see first hand the difference HSM makes in the lives of our patients and their families. Similarly, access to grief support and education - especially during this trying time - has a profound impact. We applaud our competent, caring employees and volunteers who are dedicated to doing this challenging work every day.

We could not do our work without the ongoing generous community support from people like you, particularly in 2020. As the world was faced with the daily trials of coping with a global pandemic, you rallied around us, lifted us up and made it possible to continue this imporant work. And while we are unsure of what the future may hold, we know our mission is long term - not pausing because of pandemics or societal disruption. Every individual needs and deserves our important services.

We will continue working together and working hard to be there to answer the call when our community needs us most. We humbly thank you for your generosity.

As CEO, I do not take your support of Hospice of Southern Maine (HSM) for granted. We value each donation and especially appreciate those of you who sent your gift as a way to say 'thank you' for the care we provide. Last March, when COVID-19 took the world by surprise, and we urgently needed PPE and financial support, the community's response was humbling. Food arrived from local restaurants, handmade masks were dropped at our door, business supporters gave us their extra N95s, foundations called to ask how they could help, and the kindest love notes arrived in our mailbox. From the bottom of my heart - thank you.

As the world seemingly turned upside down, so did many of the ways we traditionally provided care. From adapting to new safety protocols to setting employees up remotely and holding social work, chaplain and grief support visits virtually, I am so proud of our team for responding so quickly to change and adopting new practices for keeping everyone safe.

One bright spot in 2020 was opening our new Hospice Center at 390 US Route One in Scarborough. Throughout this report, you'll see photos of the new building, and I personally look forward to one day soon being able to greet you in person at the front door and offer you a tour myself.

While 2020 proved that we never know what the future holds, we do know that our services will continue to be needed. While the pandemic has been a challenge, we've shown that we are better together and that HSM is committed to delivering the highest quality hospice care no matter the circumstances.



Day Cody

Daryl J. Cady
Chief Executive Officer

2020 Vital Statistics

Hospice of Southern Maine helps people live their best lives, even at the end of life.

In 2020, 93% of patients received care at home. For those needing additional support, care is available at Gosnell Memorial Hospice House.

Hospice is unique in that it also includes emotional, spiritual, and social services support for the patient and family. Grief support is offered at no charge, and available long after the death of a loved one.







Of family caregivers said they would recommend HSM



Individuals received grief support

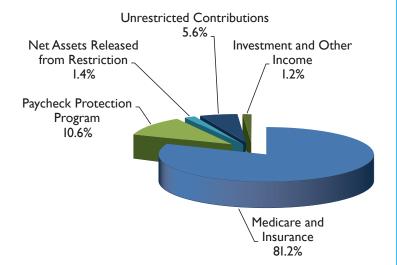


Hours contributed by II2 volunteers

Revenue & Support

Medicare & Insurance, net\$	14,254,382
Paycheck Protection Program	1,856,540
Net Assets Released from Restriction	245,076
Unrestricted Contributions	978,026
Investment and Other Income	217,509

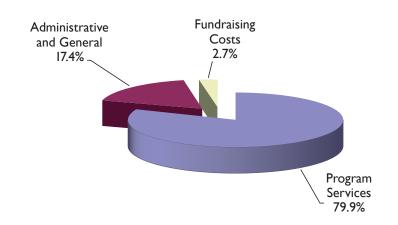
Total Revenue & Support.....\$ 17,551,533



Operating Expenses

Program Services\$	13,085,966
Administration & General	2,859,799
Fundraising	439,065
Total Expense	16,384,830

Excess of Revenue Over Expense.....\$ 1,166,703





Mary T. Pinto

Mary T. Pinto

Finance Director

Hospice of Southern Maine is most grateful for the generous contributions of our donors who work with us to ensure that all in our community who are seriously ill or grieving are well-cared for.

When the COVID-19 pandemic took hold in early 2020, HSM's attention moved to protecting the safety of our employees, patients, and their families from the novel virus, and determining how to maintain high quality care in a very restricted environment.

Among the many unknowns at the outset of the pandemic was the impact on our financial position. We anticipated that the lockdown would result in fewer patients in our care due to visiting constraints in homes, facilities, hospitals, and physician offices. The choice of hospice is often the result of patients consulting with family, friends and healthcare providers as they make their care decisions. Indeed, the numbers of patients in our care did begin to decrease as the months wore on, which meant a reduction in operating revenue.

Knowing the depth of knowledge and experience of our staff, HSM was determined to maintain our employee levels at pre-pandemic levels while our revenue began to drop. We could not predict the future impact of the crisis and we wanted to keep our HSM family intact and ready to serve our community in need. HSM was fortunate to receive a loan from the Paycheck Protection Program to help us weather the financial downturn. We were able to meet our mission without worrying about our ability to cover our costs. The loan, used to cover personnel and other allowable expenses, has since been forgiven.

We also predicted we would see a decline in community support as the economic impact of the crisis set in. Our generous community surprised us with an outpouring of gifts as they shared a mutual desire for us to adapt and be able serve – especially in the lonely times many have experienced this past year.

We are sincerely grateful to those who allowed us into their lives during these uncertain times and for the continued community support that helps us do so.

Our independent auditor provided an unmodified opinion in their report of the 2020 financial statements.

2020 Board of Directors

Paul Wolf, Chair Kennebunk Investment Services

Theresa Desfosses, Vice Chair State Manufactured Homes, Inc.

Chris Coon, Treasurer Maine Medical Center

Melanie Feinberg, Secretary Community Member

Daryl J. Cady, CEO, Ex-Officio CEO, Hospice of Southern Maine

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Annette Gosnell Community Member

Heidi N. Hansen Community Member Mark Jones Saco & Biddeford Savings Institution

Laura Madigan-McCown Community Member

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Community Member

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Patricia Weigel Norway Savings Bank

Tracey Weisberg, MD
New England Cancer Specialists

Nathan Wilson, MD Community Member

2020 Physicians

Maine Medical Center

Rachel Blake, MD
Kristina Conner, MD
Karen Dmytrasz, MD
Rebecca Hutchinson, DO
Rebecca Kalman, MD
Ann Magner, MD
Richard Marino, MD
Fernando Moreno, MD
Thomas Morrione, MD
Isabella Stumpf, DO

Southern Maine Health Care

Lisa Carpenter, DO Marshall Chamberlin, MD William Frank, MD Hospice of Southern
Maine's partnership with
Maine Medical Center and
Southern Maine Health
Care enables our patients
to recieve medical services
from specially trained
physicians 7 days a week.



2020 Leadership Team (pictured L to R)

Kyra Chamberlain Clinical Operations Director

Heidi Farber Development and Outreach Director

Daryl J. Cady
Chief Executive Officer

Stephanie Hutchins Human Resource Director

Michelle Malo

Quality and Compliance Director

Mary Pinto Finance Director

Stewart Steele (not pictured)
Information Systems Director

Fernando Moreno Jr., MD Medical Director and Hospice Physician

Medical Director and Hospice Physician

Kristina Conner, MD (not pictured)

Associate Medical Director and Hospice Physician

Our high-quality care would not be possible if not for a dedicated team of employees supporting the agency's mission with medical, financial, HR, IT, fundraising, and other administrative support services.

Navigating a COVID world

Yes, it was challenging. And, there were silver linings.

We learned we could provide the same excellent care we always have, but now we were able to provide grief support — individual grief counseling, support groups, workshops and memorial services — to family members throughout the United States and beyond.

We were able to provide grief counseling for a woman and her daughter in Paris, France, following the death of the woman's mother in Colorado, and we have been able to continue providing grief support to a client who moved to Amsterdam after the death of her husband at the start of the pandemic.

We discovered that grief support can be as rich and meaningful when done virtually as it is in person. Although we look forward to the day when we can come back together in person, we also have learned the value of continuing to offer virtual bereavement services when it best meets the needs of the individual.

"The outside world during COVID seems to reflect my grief. It's isolating, confusing, and uncertain."

"No loss or death is the same and no experience of grief is the same. Both the landscapes of grief and coronavirus are brand new."



2020 brought many changes, but what hasn't changed is Hospice of Southern Maine's committment to serving anyone who needs us. As with so many things these days, at the beginning of the pandemic, our Bereavment Services Department began meeting with clients on a virtual platform. Doing so provided a unique opportunity to connect with people from all over the country, many of whom could not travel to visit their loved ones. Providing support after the loss of a loved one is integral to our mission and through generous support from our community partners and supporters, we are able to provide this service free of charge. While we hope to begin seeing clients in person again, for now, we know that we can continue providing compassionate grief support services regardless of location and barriers set forth by the pandemic.

Hospice Center Opened!

In the summer of 2020, Hospice of Southern Maine's new Home Hospice Center opened its doors. Planning began in 2017 and a capital campaign to support our growing home care team of physicians, nurses, hospice aides, chaplains, social workers, volunteers, and grief support personnel followed. Over the course of three years, the \$6.75 million dollar project is nearly fully funded. Through generous contributions and support from our community we have settled into our new home and continue to work hard every day fulfilling our mission to provide compassion, care, and comfort through end of life.







Ready for Tomorrow

The Home Hospice Center building project is complete!

While COVID has prevented us from fully opening our new Home Hospice Center to the community, it has had the immediate positive effect of giving our agency greater visibility in the community and providing safe, well equipped space for employees who cannot work from home.

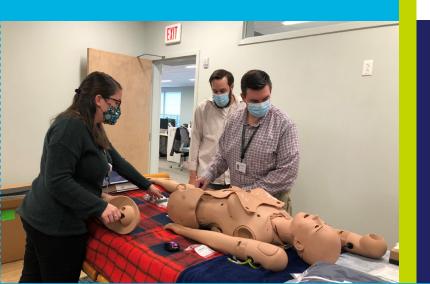
Recruiting, retaining, and developing a compassionate and high-performing team is a top priority.

Despite the healthcare worker shortage across New England, HSM has been nearly or fully staffed for the past year by setting itself apart as a preferred place of employment, offering competitive pay and benefits to improve recruitment and retention.



According to U.S. census data, Maine has the oldest and fastest aging population in the country, with the share of Mainers over age 65 currently at 21% and projected to rise to nearly 30% by 2040.

This dramatic shift will affect all healthcare providers. At HSM, we've already begun to see an increased demand for our services, and we are growing to meet that demand.











HSM's Erica Hall, RN, Erica LaPointe, RN, Michelle Bradbury, and Allison Shepard took part in this year's Lunder-Dineen Maine Nurse Preceptor Education program from the Lunder-Dineen Health Education Alliance of Maine.

Nurses and clinical educators from across Maine who complete this program are empowered to guide, teach, and support nurses at all stages – from nursing students, newly graduated nurses, and experienced nurses transitioning to new roles – with the overall goal of advancing professional satisfaction and ensuring the highest quality, patient-centered care.



Volunteer Spotlight

Before retiring, Cheryl Robbins was a Certified Nursing Assistant (CNA) by profession, working in private duty and at a local care facility. But her interest in hospice and end-of-life care really took hold while caring for her parents during their final days. Impressed by what she saw and impassioned by the mission of hospice, Cheryl reached out to Hospice of Southern Maine to begin her journey as a volunteer.

After going through the training course, Cheryl began volunteering in the home care program. She visited with patients in their homes providing companionship, care, and support. After some time, she transitioned to Hospice of Southern Maine's in-patient facility, Gosnell Memorial Hospice House. With her years of experience as a CNA, working at Gosnell was a natural fit for Cheryl. Always wanting to do more and as much as she could for the patients that she cared for, Cheryl took part in HSM's Helping Hands training course to assist clinical staff in and providing hands-on care to patients.

Over the years, Cheryl fondly remembers many patients who have touched her life. In particular, she recalls a young man she described as having no family and totally alone. "Through our visits, I got to know him and learned that he wanted his body donated to science to make a difference. It was a privilege to know him and work side-by-side with the hospice staff to make that happen," she says. Cheryl is an advocate for hospice care and believes strongly in the mission and services that hospice has to offer. "I always feel good when I end my volunteer shift. I know that I have helped make a difference and positively impacted the lives of my patients and their families."

Cheryl's commitment to community service runs deep. For five years she was a volunteer EMT in Gorham, where she has been a lifelong resident. She serves on the Board of Directors at the Lakes Region Senior Center, delivers food for Meals on Wheels, and volunteers for Special Olympics.

Hospice of Southern Maine is lucky to have volunteers like Cheryl. We are grateful for her selfless spirit, service to others in the community, and her tireless efforts to create the best end of life possible for patients and families.





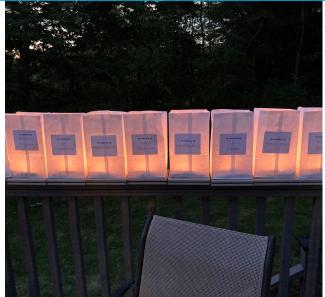












Virtual







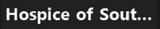


Virtual

Circle of Caring

Donor Appreciation Event































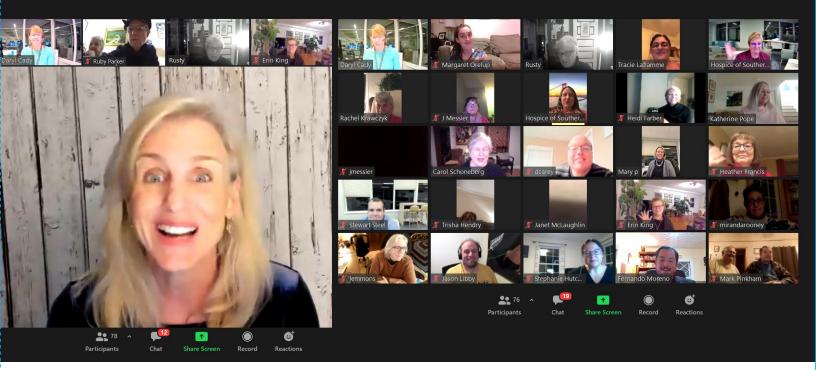








Lucien Crepeau



Virtual

Annual Employee Meeting



Clockwise L to R:

Gosnell Memorial Hospice House harpist serenades patients and families with relaxing music.

Ingrid Hews celebrates 25 years as a hospice volunteer.

HSM Clinical Educators set up Juno, our manekin.

Employees gather to celebrate the opening of the new Hospice Center.

HSM was the grateful recipeint of many gifts, including masks from Partners for World Health.

Clockwise L to R:

HeartStrings musicians perform for patients and families from the patio at Gosnell Memorial Hospice House.

Many talented folks made gifts for our employees, including these hand-made ear savers.

Bags of goodies were put together and delivered specially to our staff at Gosnell Memorial Hospice House.

HSM employees rallied during this difficult time. We are grateful for each and every one of them for all they do every day.





Donor Spotlight Linda Bancroft & Mickey Greene

"Spring holds a special meaning for ALL of us this year, but it is especially meaningful to us as this is the time of year both of us had loved ones at Gosnell Memorial Hospice House. We are grateful that Hospice of Southern Maine was there for them, and there for us and our families as well."

This year, we are especially grateful for their significant lead, matching gift to raise critically needed funds for 17 new beds at Gosnell. You can see more information about this in our Spring Appeal mailing and on our

website. It is our most sincere privilege to know Linda and Mickey, and we thank them for their kind hearts

Since opening its doors, Hospice of Southern Maine has cared for more than 17,000 patients, each with their

Over the years, both Linda and Mickey have stayed closely connected to us, generously giving their time, skills, and financial support to sustain our work. Linda, formerly President and COO of Aquarius Property Managment, and Mickey, a retired top executive for Blue Cross Blue Shield and TD Banknorth, recently married

own unique story. Sometimes family and friends of these patients become loyal supporters and friends.

and are enjoying their new life together.

and generous spirits!

2020 Donor Roll

Legacy Circle | \$25,000 & Above

Anonymous

Andrew P. Barowsky

Jonah and Elizabeth Dyer Charitable Corporation

Annette L. Gosnell*

Mickey Greene and Linda Bancroft

The Jackson Family

Estate of Carrie E. Jenkins

MaineHealth

Estate of James F. Munroe

New England Cancer Specialists

Bob and Janie Schools

Elmina B. Sewall Foundation

The Wildflower Fund

Philanthropy Circle | \$10,000 to \$24,999

Anonymous

The Cabin Foundation

Sam L. Cohen Foundation

Lucien Crepeau

Wendy and Stephen Gaal

George Hissong

The Huntington Common Charitable Fund for Seniors

Maine Community Foundation

In memory of Jane F. McGinn

Monica and Jeff Sanders

Smaha Family Charitable Fund

State Manufactured Homes, Inc.

Investors Circle | \$5,000 to \$9,999

Benevity Community Impact Fund

Margaret E. Burnham Charitable Trust Conroy-Tully Walker Funeral Homes

Theresa M. Desfosses* lamie Elliott

Ioan R. Fink

Anonymous

Jane Elizabeth Fisher Estate The Eunice Frye Home Foundation

Ruth-Anne Gibson

Nathan H. Howell Laura Kouba, Ed and Ron Ferriss Family

Lebel & Harriman, LLP Betsey McCandless

Molly McDuffie North East Mobile Health Services

Norway Savings Bank

John O'Connell David and Heidi Perkins

Chad E. Poitras Cremation & Funeral Service

The Simmons Foundation Tina and Gordon Smith

Margaret W. Soule Charitable Trust Systems Engineering

Partners Circle | \$2,500 to \$4,999

Anonymous A.T. Hutchins Funeral and Cremation Services, LLC

Atlantic Resource Consultants, LLC

Karen and Bill Burke Classic Flooring

Cordjia Capital Projects Group, LLC Sally J. Daggett

Dow Capital Management LLC Dan Emery

Bob and Carolyn Hardison Roy A. Hunt Foundation

Anne Jackson Law Offices of Joe Bornstein

Nelson Mead Fund Network for Good Partners Printing, Inc.

Lynn C. Potoff

Holly and Art LeBlanc

Red Thread | Steelcase

Partners Circle (cont'd) | \$2,500 to \$4,999

Carl Sjolund Bill and Bonnie Stoloski Wing-Benjamin Trust

Circle of Caring | \$1,000 to \$2,499

Anonymous (5)

Mrs. Wilder Kimball Abbott

Annette Allen

Helen Andreoli

Paul Appleton

Roger Beaulieu and Jane Gagne

Michael and Nancy Beebe Lorinda Bradford

Elaine and John Brady

CP Braestrup

Gayle and Daniel Brazeau

Gretchen Burke Daryl J. Cady*^

Sue and Bill Caron

Kyra and Chris Chamberlain[^]

Patricia Clark

Joe and Karen Coan

Coffee by Design
The Colpitts Family^

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Joan M. Conroy Chris Coon*

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Crow's Nest Property Management, Inc.

Damon Family Fund Marilyn S. Dashner

Anne Dinsmore and Edward A. Hellenbeck III

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Dunton Family

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Roland and Joy Eon

Anthony Farides, Jr.
Mary Frances and William Frank

Frederick Bros. Oil & Propane

Michael Galen and Irene Tower

John and Karen Godlewski &

Nancy and Richard Thibodeau

John Herrick Gooch Marilyn A. Lalumiere Mr. and Mrs. James Gorman, Sr. Tom Lavery Gould Family Fund Ann Marie E. Lemire Nina Gross[^] Miriam Leonard Riaz Hamid The Sandra and Brian Livingston Fund Eric and Barbara Low Harvard Pilgrim Health Care Melissa Hewey and Alan Chebuske Patricia A. Lowery Ralph and Louise Hurlbutt Mad River Foundation Michelle Malo[^] Martha Hussey I. Jane Isenberg Children of Katherine Maloney Hella Ittenbach Robert E. McAfee, M.D. Sheila and Jim Johnston Kerry McBride Mark and Barb Jones* Laura and Scott McCown* Jones, Rich & Barnes Funeral Home Kevin and Loreta McDonnell William Jose Edward and Shirley McGeachey* Saul and Carol Katz Frank and Susan McGinty* Judith Gosnell Kempe and Ken Kempe Richard J. McGoldrick Andrew Keniston Thimi R. Mina Kennebunk Investment Services James Starr Moore Memorial Foundation Fernando Moreno* Kittredge Charitable Fund Gary Koch Marion D. Moseley Koocher Family Charitable Fund lean C. Moulton The Estate of Rita C. Netto Jaime Labelle

Circle of Caring (cont'd) | \$1,000 to \$2,499

Thomas R. Newman Mr. Jeffrey C. Norris and Ms. Laura T. Newman

Harold and Peggy Osher Norumbega Fund

Paquin & Carroll Insurance

Ann and George Parke

Ruby B. Parker

Partners Bank

Richard and Carol Peterson

Katherine S. Pope, M.D.

Ali Ray^

Elinor and Dan Redmond

Rogers and Mary K. Remick

Barbara Rich

Diana Richman

Cornelia Robinson

Taicia Ryan

Carol Schoneberg[^]

Ann E. Spaulding

Judith Anne Sullivan Estate

Charles Tarling

Michael Tewhey

Maris Wistar Thompson

Martha E. Thompson and Michael L. Taylor and Family

Town of Cape Elizabeth

Town of Falmouth

Glenn Tulloch

Karl Turner and Susannah Swihart Jessie Vanamee and Jeffrey Zekauskas

R.T. Vanderbilt Trust

Varney & Co. Benefits Advisors

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The Family of Dorothy Walker

Jeannette M. Wallace Patricia Weigel*

Tracey and Verne Weisberg*

Paul Wescott Fund

Nathan Wilson and Patricia Gallagher*

Wireless Construction, Inc.

Paul and Judy Wolf*
Woodside Foundation

Janet Yancey-Wrona and Mark Wrona

Ambassadors | \$500 to \$999

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Linda Allen

Rebecca Andreozzi

Ross and Jo Anne Babcock

Brenda Barriault

Chiara Battelli

Julia VanDerburgh Bell

Earold H. Bennett

Rick Bergeron

Sue Blair^

Roger Bowers

Family of Nancy Brackett

James Brennan

Victoria Broadwater

Steven and Richard Brown

Kimberly Bryant[^]

C Fayette Staples American Legion Aux Unit #57

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The Crowe Family Cummings Family Fund

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Janet L. Dooley

Rex and Denise Douglass

Family of Leanne J. Doyle

Kevin and Debbie Duffy

Joseph Dyer

Leonard, Randy, and Carole Dyer

F/V Shitpoke

Heidi and Ken Farber^

Hugh and Betsey Farrington Fund

Fernandez-Devine Family

First Congregational Church of Scarborough

Ambassadors (cont'd) | \$500 to \$999

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Charles Fortin

Jill Fox

Richard and Heather Francis[^] Fraternity Lodge #6 IOOF

Sam and Norma Jean Fratoni

Donald Fuller

Deborah Gallant-Hamblet

Ellen Gaulkin

General Dynamics Employees'
Community Action Council

Community Action Council

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Janie Giles Bernie Gold

Gorham Sand and Gravel, Inc.

Lisa Gorman

Stephen and Karen Green Hannaford Supermarkets

Heidi N. Hansen*

Hanson Electric

Owen Harrison

Margaret, Emily and Katie Hawkins

Elizabeth Hays

Cookie, Ted, Neil, Josiah, and Samuel Hazard

Donna L. Hazard

The Family of Nelson Hersey

Bartlett G. Hewey

Hooley Family Charitable Fund

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Herb and Kathleen Janick

Estate of Carol Johansen
Diane and William Karl

Martha Keller

Susan W. Kelley

Tracy Kelley

Jay Knudsen and the Staff of Great Fast Dental

Kozak & Gayer, P.A.

Jamie and Katherine LeBlanc

Patricia Leighton

Michelle and Marc Lesperance

Liberty Mutual Insurance Company

Thomas A. Little

Tonda L. Olson leannine Loiselle Amy and Jeremy Lombardo The Ouellette Family PanTim Wood Products, Inc. Craig Lund Linda and David MacLeod The Children of Joan Parison James and Courtney Maloney Lynne Parker and Ric Beyler The Pedersen Children Anthony Mancini The Marles Family - Laura, Pamela and Robert Linda Peyton and Morris Hancock Ruth Martin Pivot Labs, LLC Paul and Laura McGrath Steve Poirier Latie McLean Preti Flaherty Beliveau & Pachios, LLP John McWilliams **Donald Pyer** The Messier Family Bob and Sandy Quentin Kenneth Monroe Family of Diana Ricker **Kevin Montminy** Hugh P. Robinson Sandra L. Moody and Donna J. Moody Timothy and Maren Robinson Kristen Nelson Velma Ronfeldt Nelson-Reade Law Office, P.C. Bud Rousseau Nesher Family Charitable Fund Orrin Sawyer Jeremiah Newbury George Schott John Norris Lawrence D. Selfridge Northeast Delta Dental Charles A. Sherman III Thomas Novak South Congregational Church UCC Lisa O'Donnell Joseph and Susan Spagnola

Ambassadors (cont'd) | \$500 to \$999

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Lara Stammell and Family

Donald Starr

Anna and Joseph Stein

Brian Steppacher

Starkey Steuernagle

Merle Steva

Terri and Christopher Stevens Giving Account

Virginia E. Swain

Jean H. Thomas

Yvonne Topping

Janan Tudisco

The M. & R. Tyburski Family Fund

Soula Varaklis

John Veltri

VerLee Family Fund

Vigeant Family

Neal Vining

Family of Barbara Wall

Devoted Daughter Lisa Deubel Weigle

Dan Wellehan

Muriel White

Anne P. Woodbury

Woodfords Congregational Church

Suzanne Woodward and Family

The Family of Daniel Worthley

Wright-Ryan Construction, Inc.

Supporters | \$250 to \$499

Anonymous (3)

Linwood Abbott

Diane Abraczinskas

Donna Albury

Altrusa Club of Portland Maine

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Andrew and Julie Armstrong

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The Barlock Family

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Bruce and Constance Hartman

Peter L. Haynes

lames and Beverly Heald

Ed Heisler Giving Fund

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Supporters (cont'd) | \$250 to \$499

Lorraine Sullivan

The Family of Jim and Grace Swett

Leona M. Thibault

Donna B. Thompson

Fred and Bibi Thompson

Top Quality Medical, Inc.

Mark Towle[^]

Karen Twohig

United Way of Greater Portland

Unity Lodge #3 loof

University of New England

Michael and Diane Vaughn

Nancy A. Wanderer and Susan Sanders

David E. Warren

Jim and Tricia Wasserman

Bradford Watson

Westbrook Police Association

James White

Willowdale Golf Club

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