

COMMUNITY BENEFITS REPORTING FORM

Pursuant to RSA 7:32-c-1

FOR FISCAL YEAR BEGINNING 10/01/15

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 : Core Physicians LLC

Street Address : 7 Holland Way

City : Exeter County 08 - Rockingham State NH Zip Code |03833

Federal ID # 87-0807914 State Registration # 17285

Website Address: <http://www.corephysicians.org>

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: Debra Cresta (603) 580-6684 dcresta@ehr.org

Board Chair: Nicholas Garcia (603) 658-1180 ngarcia@ehr.org

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 Core Physicians, an affiliate of Exeter Health Resources, Inc., is to improve the health of the community. This mission will be principally accomplished through the provision of health services and information to the community within the resources available.

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

Core Physicians Service Area

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

Total Area Population: 234,949

(Source: U.S. Department of Commerce, United States Census Bureau - projected to 2015)

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

Core Physicians is a community based, multi-specialty group practice affiliated with Exeter Hospital, Inc. Core Physicians is a major provider of primary care services in the region, and continues to develop diagnostic and surgical services to meet the increasing health care needs of the population. In addition, specialty care services continue to be added to complement Core's community-based, patient-focused care. Core serves the general population and has over thirty office locations located throughout the greater New Hampshire seacoast area offering high quality integrated primary care, specialty care and ancillary services.

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?

2013 *(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)
1	<i>101 – Access to Care Financial Barriers*</i>
2	<i>601 – Transportation Services</i>
3	<i>370 – Mental Health/Psychiatric Disorders-Preventative and Care; General</i>
4	<i>400 – Substance Abuse; Life Style Issues</i>
5	<i>360 – Infectious Disease – Prevention and Care; General</i>
6	<i>300 – Chronic Disease – Prevention and Care; General</i>
7	<i>371 – Suicide Prevention</i>
8	<i>121 – Availability of Dental/Oral Health Care</i>
9	<i>603 – Senior Services</i>

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)
A	<i>100 – Access to Care; General</i>
B	<i>420 - Obesity</i>
C	<i>520 – Community Safety and Injury; General</i>
D	<i>604 – Prescription Assistance</i>
E	<i>430 – Family/Parent Support Services</i>
F	<i>120 – Availability of Primary Care</i>
G	<i>999 – Other Community Need</i>

*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>	-- -- --		
<i>Community-based Clinical Services</i>	-- -- --		
<i>Health Care Support Services</i>	-- -- --		
<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>	A -- --	\$142,664.00	\$142,664.00
<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: Pulmonary & Critical Care</i>	6 -- --	\$789,925.00	\$789,925.00
<i>Type of Service: Infectious Disease</i>	5 -- --	\$150,647.00	\$150,647.00
<i>Type of Service: Other Medical Specialties</i>	6 A --	\$1,236,350.00	\$1,236,350.00
<i>Type of Service:</i>	-- -- --		
<i>Type of Service:</i>	-- -- --		

<i>D. Research</i>	<i>Community Need Addressed</i>	<i>Unreimbursed Costs (preceding year)</i>	<i>Unreimbursed Costs (projected)</i>
<i>Clinical Research</i>	-- -- --		
<i>Community Health Research</i>	-- -- --		
<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>	-- -- --		
<i>Grants</i>	-- -- --		
<i>In-Kind Assistance</i>	A 8 --	\$6,747.00	\$6,747.00
<i>Resource Development Assistance</i>	-- -- --		

<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>	-- -- --		
<i>Environmental Improvements</i>	-- -- --		
<i>Leadership Development; Training for Community Members</i>	-- -- --		
<i>Coalition Building</i>	-- -- --		
<i>Community Health Advocacy</i>	A -- --	\$8,036.00	\$8,036.00

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

H. Charity Care	Community Need Addressed	Unreimbursed Costs (preceding year)	Unreimbursed Costs (projected)
<i>Free & Discounted Health Care Services</i>	1 -- --	\$259,245.00	\$233,321.00

I. Government-Sponsored Health Care	Community Need Addressed	Unreimbursed Costs (preceding year)	Unreimbursed Costs (projected)
<i>Medicare Costs exceeding reimbursement</i>	-- -- --	\$15,041,129.00	\$15,793,185.00
<i>Medicaid Costs exceeding reimbursement</i>	1 -- --	\$3,580,638.00	\$4,296,766.00
<i>Other Publicly-funded health care costs exceeding reimbursement</i>	-- -- --		

* Medicare costs are not counted as a Community Benefit per NH or IRS guidance, therefore the cost figure of \$15,041,129 is not included in the Total Unreimbursed Community Benefit Expense line item in Section 5 – Summary of Financial Measures.

Section 5: SUMMARY FINANCIAL MEASURES

<i>Financial Information for Most Recent Fiscal Year</i>	<i>Dollar Amount</i>
<i>Gross Receipts from Operations</i>	\$73,668,008.00
<i>Net Revenue from Patient Services</i>	\$66,436,742.00
<i>Total Operating Expenses</i>	\$88,884,305.00
<i>Net Medicare Revenue</i>	\$17,010,551.00
<i>Medicare Costs</i>	\$32,051,680.00
<i>Net Medicaid Revenue</i>	\$3,583,437.00
<i>Medicaid Costs</i>	\$7,164,075.00
<i>Unreimbursed Charity Care Expenses</i>	\$259,245.00
<i>Unreimbursed Expenses of Other Community Benefits</i>	\$5,915,007.00
<i>Total Unreimbursed Community Benefit Expenses</i>	\$6,174,252.00
<i>Leveraged Revenue for Community Benefit Activities</i>	\$0.00
<i>Total Community Benefits including Leveraged Revenue for Community Benefit Activities</i>	\$6,174,252.00

Section 6: COMMUNITY ENGAGEMENT in the Community Benefits Process

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.	Identification of Need	Prioritization of Need	Development of the Plan	Commented on Proposed Plan
1) Families First Health and Support Center	X	X	X	X
2) Lamprey Health Care	X	X	X	X
3) SeaCare Health Services	X	X	X	X
4) Seacoast Mental Health Center	X	X	X	X
5) United Way of the Greater Seacoast	X	X	X	X
6) Community Resource Network	X	X		
7) Allies in Substance Abuse Prevention Coalition	X	X		
8) Exeter Fire Department	X	X		
9) Exeter Area Chamber of Commerce	X	X		
10) With Open Arms	X	X		
11) Raymond High School	X	X		
12) Lamprey River Elementary School	X	X		
13) Seacoast United Sports Club	X	X		
14) Service Link for Rockingham County	X	X		
15) Raymond Police Department	X	X		
16) Seabrook School	X	X		
17) Child Advocacy Center	X	X		
18) The Housing Partnership	X	X		
19) City of Portsmouth Welfare Administrator	X	X		
20) Newmarket High School	X	X		
21) Exeter Adult Education	X	X		
22) Newmarket Superintendent of Schools	X	X		
23) St. Vincent DePaul Society of Exeter	X	X		
24) Catholic Charities, Parish & Community Service	X	X		
25) Child Advocacy and Protection Program (CAAP)	X	X		
26) Raymond Coalition for Youth	X	X		
27) Big Brothers Big Sisters	X	X		
28) Child and Family Services	X	X		
29) Town of Kingston, Human Services	X	X		
30) Easter Seals Baby Steps Program	X	X		
31) Iber Holmes Gove Middle School, Raymond	X	X		
32) Exeter Hospital, Cancer Services	X	X		
33) Town of Raymond, Welfare Officer	X	X		
34) NH Senators-Exeter Hospital Service Area (HAS)	X			
35) NH State Legislators- Exeter Hospital HSA	X			
36) Rockingham County Commissioners	X			

Please provide a description of the methods used to solicit community input regarding community needs (attach additional pages if necessary): See Attached.



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"/>

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COMMUNITY BENEFITS REPORTING FORM
CORE PHYSICIANS LLC
FISCAL YEAR 2013

Section 6: COMMUNITY ENGAGEMENT continued:

In 2013, the operating affiliates of Exeter Health Resources, Exeter Hospital, Inc., Core Physicians LLC, and Rockingham VNA and Hospice, along with their community partners, conducted a Community Needs Assessment which focused on priority health needs that were identified in the 2013 Community Needs Assessment. The purpose of the Assessment was to engage actual community members and to reach out to support agencies to determine the local area health needs.

Methods:

1. University of New Hampshire (UNH) Survey Center Household Telephone Survey
2. Community Forums
 - a. Lamprey Health Care
 - b. Plaistow Health Care
 - c. Exeter Hospital, Inc.
 - d. Seabrook Public Library
3. On Line Surveys conducted through Exeter Hospital, Core Physicians, and Rockingham VNA & Hospice websites
4. Key Leader Interviews
5. Multiple Secondary Research Sources

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List of Potential Community Needs for Use on Section 3

100 - Access to Care; General

- 101 - Access to Care; Financial Barriers
- 102 - Access to Care; Geographic Barriers
- 103 - Access to Care; Language/Cultural Barriers to Care
- 120 - Availability of Primary Care
- 121 - Availability of Dental/Oral Health Care
- 122 - Availability of Behavioral Health Care
- 123 - Availability of Other Medical Specialties
- 124 - Availability of Home Health Care
- 125 - Availability of Long Term Care or Assisted Living
- 126 - Availability of Physical/Occupational Therapy
- 127 - Availability of Other Health Professionals/Services
- 128 - Availability of Prescription Medications

200 - Maternal & Child Health; General

- 201 - Perinatal Care Access
- 202 - Infant Mortality
- 203 - Teen Pregnancy
- 204 - Access/Availability of Family Planning Services
- 206 - Infant & Child Nutrition
- 220 - School Health Services

300 - Chronic Disease – Prevention and Care; General

- 301 - Breast Cancer
- 302 - Cervical Cancer
- 303 - Colorectal Cancer
- 304 - Lung Cancer
- 305 - Prostate Cancer
- 319 - Other Cancer
- 320 - Hypertension/HBP
- 321 - Coronary Heart Disease
- 322 - Cerebrovascular Disease/Stroke
- 330 - Diabetes
- 340 - Asthma
- 341 - Chronic Obstructive Pulmonary Disease
- 350 - Access/Availability of Chronic Disease Screening Services

360 - Infectious Disease – Prevention and Care; General

- 361 - Immunization Rates
- 362 - STDs/HIV
- 363 - Influenza/Pneumonia
- 364 - Food borne disease
- 365 - Vector borne disease



370 - Mental Health/Psychiatric Disorders – Prevention and Care; General

- 371 - Suicide Prevention
- 372 - Child and adolescent mental health
- 372 - Alzheimer's/Dementia
- 373 - Depression
- 374 - Serious Mental Illness

400 - Substance Use; Lifestyle Issues

- 401 - Youth Alcohol Use
- 402 - Adult Alcohol Use
- 403 - Youth Drug Use
- 404 - Adult Drug Use
- 405 - Youth Tobacco Use
- 406 - Adult Tobacco Use
- 407 - Access/Availability of Alcohol/Drug Treatment

- 420 - Obesity
- 421 - Physical Activity
- 422 - Nutrition Education
- 430 - Family/Parent Support Services

500 – Socioeconomic Issues; General

- 501 - Aging Population
- 502 - Immigrants/Refugees
- 503 - Poverty
- 504 - Unemployment
- 505 - Homelessness
- 506 - Economic Development
- 507 - Educational Attainment
- 508 - High School Completion
- 509 - Housing Adequacy

520 - Community Safety & Injury; General

- 521 - Availability of Emergency Medical Services
- 522 - Local Emergency Readiness & Response
- 523 - Motor Vehicle-related Injury/Mortality
- 524 - Driving Under Influence
- 525 - Vandalism/Crime
- 526 - Domestic Abuse
- 527 - Child Abuse/Neglect
- 528 - Lead Poisoning
- 529 - Work-related injury
- 530 - Fall Injuries
- 531 - Brain Injury
- 532 - Other Unintentional Injury



533 - Air Quality
534 - Water Quality

600 - Community Supports; General

601 - Transportation Services
602 - Information & Referral Services
603 - Senior Services
604 - Prescription Assistance
605 - Medical Interpretation
606 - Services for Physical & Developmental Disabilities
607 - Housing Assistance
608 - Fuel Assistance
609 - Food Assistance
610 - Child Care Assistance
611 - Respite Care

999 - Other Community Need

