

Samaritan
LIFE-ENHANCING CARE

2019

Community Benefit Report



Dear Friends,

In honor of our 40th anniversary year, we'd like to share a message of appreciation and gratitude.

To our patients and your families, we thank you, on behalf of the entire Samaritan team, for the honor to be of service for the past four decades.

Because of you, Samaritan has been deeply embedded in the tapestry of our local community, providing hospice care and other essential healthcare services to improve the quality of life for you and those who care about you.

We are also grateful to our extended Samaritan family, from our extraordinary team of compassionate experts who provide 24/7/365 care for those we serve, to our dedicated volunteers, generous donors, and community partners, for making this legacy of service possible.

Since our humble beginnings, Samaritan has been committed to the ethic of human service, providing life-enhancing care, through the philosophy, art and science of caring.

As we celebrate Samaritan's 40th anniversary, we are proud to introduce a new mission and vision that highlight our leadership position and authentic commitment to provide the highest quality care and heartfelt compassion that Samaritan is known for - from hospice care to any one of our growing family of services.

We sincerely thank you for choosing Samaritan and appreciate your friendship and support!



Mary Ann Boccolini *Phillip W. Heath*

Mary Ann Boccolini,
RN, BSN, MA
President/CEO

Phillip Heath,
MS-HSA
2020 Board Chair

Mission

To provide extraordinary compassion and professional expertise to help our patients, clients, and those who care about them, live their best life every day.

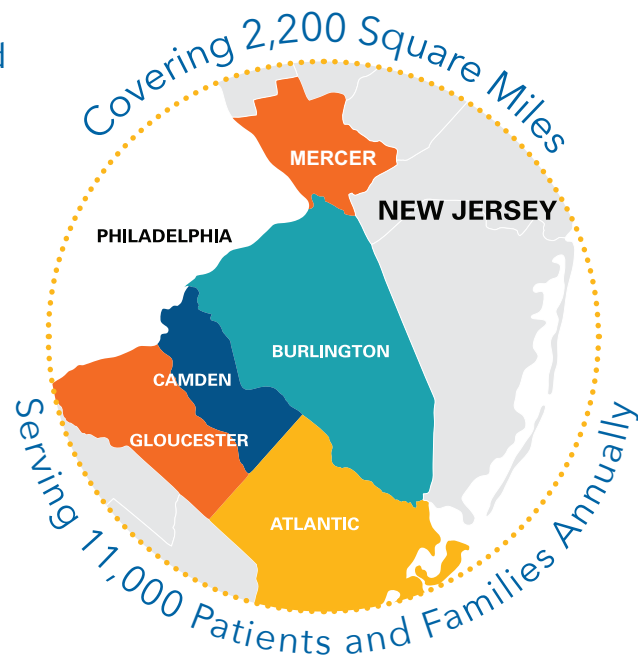
91% of patient families recommend Samaritan*

4.6 out of 5 star rating on Facebook



Vision

To be the region's preferred provider of life-enhancing care and lead the advancement of coordinated, person-centered care with extraordinary compassion and expertise.



2019 Financials



NET REVENUE

Patient Service Fees	\$ 39,372,975
Charitable Support	1,520,051
Total Revenues	40,893,026



EXPENSES

Salaries	25,450,964
Patient-Related Expenses	8,357,102
Office & General	5,146,091
Total Expenses	\$ 38,954,157



Operating Income	1,938,869
Non-Operating Income (net)	2,611,142
Change in Net Assets	\$ 4,550,011

*Source: Strategic Healthcare Programs, L.L.C.

THANK YOU TO OUR GENEROUS DONORS WHO SUPPORT SAMARITAN'S MISSION

ANNUAL
GIVING



PLANNED
GIVING

MAJOR
GIFTS



SPECIAL
EVENTS

UNITED
WAY



GRANT
DOLLARS

6,481
donors

9,373
donations

We received more than \$1.5M in charitable support, most from generous individuals like you.

Learn all the ways in which you can donate by visiting SamaritanNJ.org/giving.

Enhancing the quality of life for our patients and those who care about them

Charitable support enables us to provide quality, robust services
that are un- or under-reimbursed by insurance.

Center for Grief Support

Private counseling,
support groups, and
outreach for patients'
families & community
members



- Nearly 7,000 individuals

Volunteer Services

Many times, after a family member has
experienced the gift of hospice, they give
back through varied volunteer opportunities.

- 500+ volunteers
- 141 new
- Almost 30,000 hours of time and talent



Care for
Uninsured

Transportation

Complimentary
transportation to
Samaritan's
inpatient
centers



Complementary Therapies

Added services that enhance
the quality of life for
our patients
and their
loved ones

- Music
- Massage
- Pet
- Art
- Aroma



Transitions Services

Helping patients and
their families access the
healthcare they need,
when and where they
need it

Committed to providing personalized care to ease your way through the stages of aging and illness

Samaritan provides care that is culturally competent, respectful, and inclusive.

Hospice care

Enabling patients to live in comfort and dignity and supporting those who care about them

3,574 patients and their loved ones served totaling 172,386 days of care
1,260 inpatient stays

Palliative medicine

Relieving pain, managing symptoms, and supporting goals of care so patients can experience quality of life

5,387 patients served
13,070 consultations provided



Two dedicated inpatient centers, including South Jersey's only freestanding hospice

Veteran-Centric Care

- Respectful inquiry
- Compassionate listening
- Grateful acknowledgement of veterans

443 Veterans served

4-Star Provider of We Honor Veterans*



WE HONOR VETERANS

*Services created by the National Hospice and Palliative Care Organization (NHPCO) in collaboration with the Department of Veterans Affairs (VA).



NOW OFFERING PRIMARY CARE AT HOME

In 2019, Samaritan launched HomeVisit Physicians under the leadership of Kenneth Giacobbo, DO.

INCREASING AWARENESS FOR HOSPICE CARE AND PALLIATIVE MEDICINE

Through our Institute for Education, Research & Innovation, we provide community education to increase understanding and access.

Caring for Underserved Communities

↑ up 19% over 2018.

Samaritan is committed to honor every person's culture, values and wishes by respecting who they are and what matters most to them.

Improving the delivery of healthcare across Southern New Jersey

Established in 1980, Samaritan is a regional leader in hospice care and palliative medicine that shares its expertise with healthcare providers in an effort to improve care across Southern NJ.

41 educational programs offered • **50+ educational programs available**
Internship and fellowship opportunities

Samaritan

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(800) 229-8183 | SamaritanNJ.org