



## **Proposed Affiliation**

### **Frequently Asked Questions - Community**

#### **Why are Hospice & Community Care and Hospice of Central PA considering an affiliation?**

Hospice & Community Care and Hospice of Central PA are considering an affiliation to strengthen both organizations' ability to most effectively provide the highest quality care and service for patients and families who live in the communities we serve. We strongly believe that essential to this approach is a commitment to ensuring the long-term financial and operational stability of not-for-profit end-of-life care in central Pennsylvania.

#### **When might this occur?**

Over the next several months, both organizations' board and staff leadership will be working on a potential plan with the goal of a formal relationship on January 1, 2024.

#### **When did discussions begin and how did you get to this point?**

Our organizations have been working together on best practices for several years. During 2022 conversations began on how we could strengthen both organizations by potentially integrating our programs. Discussions have continued this year with staff and board leadership from both organizations. On July 10, 2023, a Letter of Intent to work toward potentially affiliating our organizations was signed.

#### **Would either organization relocate, or would any offices be closing?**

No, the present locations of both organizations would remain in place. Hospice of Central PA's Home Hospice program and administrative offices are located at 1320 Linglestown Road in Harrisburg and at 401 Beechwood Avenue in Marlin, Schuylkill County. Hospice of Central PA's six-bed residential center, Carolyn's House, is located at 1701 Linglestown Road in Harrisburg.

Hospice & Community Care's Home Hospice program and administrative offices are located at 685 Good Drive in Lancaster and at 235 St. Charles Way in York. The Bob Fryer & Family Inpatient Center, the organization's 24-bed inpatient and residential center, and its Pathways Center for Grief & Loss, are located at 4075 Old Harrisburg Pike near Mount Joy.

#### **Why is an affiliated organization stronger?**

The changing healthcare landscape and the future of hospice care has prompted our organizations to look at how we might work together to present an opportunity for us to grow and thrive. Working together would help us to realize economies of scale regarding purchased services such as pharmacy, medical supplies, durable medical equipment, and employee benefits. Integrating our operations would also provide the ability to work with more private insurances and Medicare Advantage plans to improve our negotiating position, offer diversification of risk in any one market, provide access to new markets, and increase access to talent and assist in hiring.

### **Would Hospice & Community Care and Hospice of Central PA keep their own names?**

Both organizations would retain their names and identities within the communities they serve.

### **Why did you choose each other?**

Hospice of Central PA's and Hospice & Community Care's stellar reputations and quality programs align with each other extremely well. Our organizations have known each other for many years and are like-minded nonprofit organizations with our focus on quality patient care that puts patient and family care first. The potential affiliation of our two organizations would provide an excellent alignment of our primary service areas with minimal overlap. Partnering would enable our two organizations to provide care and support more effectively and efficiently for more patients and families.

### **Would the mission change?**

While the exact words of our mission, vision and values may be different, the true focus and meaning is the same for both organizations. The two organizations would work together to combine these statements, but the focus would not change.

### **What would the new service area look like?**

By combining our service areas, we would be able to meet the needs of patients and families more efficiently and effectively in Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry, Schuylkill and York counties, and parts of Berks, Chester, and Franklin counties.

### **Would the organizations have access to each other's Residential and Inpatient Centers?**

Yes, both Hospice of Central PA and Hospice & Community Care would be able to refer patients to both inpatient and residential centers to provide the best location for their patients' and families' needs.

### **Would this impact how you work with community healthcare systems?**

Between our two organizations, we currently partner with all the major health systems in the communities we serve. This includes Lehigh Valley Health Network, Penn Medicine/Lancaster General Health, Penn State Health, UPMC, and WellSpan Health. We would continue to work with all community healthcare systems and encourage representation on our Board of Directors. An expanded geographic footprint would help to strengthen existing relationships and build new ones.

### **Would this impact how you raise funds?**

Funds raised by Hospice of Central PA and by Hospice & Community Care would be used to support patients and families in the communities served by each organization. Affiliating our two organizations may potentially provide us with opportunities to seek funding more broadly from corporate partners and foundations.

### **How would this impact employees?**

There will be no layoffs or terminations of employees. Hospice & Community Care has approximately 375 employees and Hospice of Central PA has approximately 134 employees.