

*Growth is never by mere  
chance; it is the result of  
forces working together.*

- James Cash Penney



2017 Annual Report

Fiscal year January 1 - December 31, 2017

# Thank You

## *from the Chairman of the Board*



Dear Supporters of Alive,

The past year has been one of extraordinary growth, and it has happened faster than we ever dreamed possible due to your financial support and belief in our mission.

Because you share our commitment to bringing better end-of-life care to our entire Middle Tennessee community, we opened offices in Lebanon and Hendersonville and built an entirely new residence in Murfreesboro. The demand for this new facility is so great that we are already taking steps to add an additional six beds, a move we didn't expect to have to make for years to come.

In 2017, we also laid the groundwork to open a new office in Williamson County this year. In addition, we continued to expand access to our grief support and educational services within the broader community. We also created a dedicated position to manage relationships with local universities, and the demand for our professional training has already exceeded our capacity to meet it. As you review our 2017 financial report, take a minute to congratulate yourself for all we have accomplished together and know there is much more to come! Thank you.

Warren McPherson



# board of directors

## FOUNDERS

David Barton, MD

John M. Flexner, MD

## 2017 BOARD OF DIRECTORS

Warren McPherson, MD, *Board Chair*  
Retired Neurosurgeon, Businessman,  
Community Leader

Will Wright, *Past Chair*  
Premise Health

Beth Workman, *Treasurer/Finance Chair*  
United DermPartners

Donna Eskind, *Secretary*  
Community Leader

Anna-Gene O'Neal, *President/CEO*  
Alive Hospice

Clark Baker  
YMCA of Middle Tennessee

Roger T. Briggs  
Canaccord Genuity

Susan Brownie (*Governance Chair*)  
QualDerm Partners LLC

Kim Cannon  
Bass, Berry & Sims

Ward Cammack  
The Ward Cammack Company LLC

Joe Dorko  
CHS

Vicki Estrin  
c3/consulting

Sara Finley (*Strategic Planning Chair*)  
Threshold Corporate Consulting LLC

Robyn Fulwider  
Community Leader

Ryan Gallagher  
InfoWorks

David Hawkins  
Feltus Hawkins Design

Stephen Heyman, MD  
Saint Thomas Medical Partners

Veronica Marable Johnson  
Nashville Area Chamber of Commerce

Lynn Lien (*Comm. Devt. Chair*)  
Community Leader

Brian Marger  
TriStar Summit Medical Center

Matt Miller  
Merrill Lynch Wealth Management

Frank Morgan  
RBC Capital

Angie Mulder (*Quality and Comp. Chair*)  
RCCH Healthcare Partners

Dean Linda Norman (*Ethics Chair*)  
Vanderbilt University School of Nursing

Judy Orr  
Alive Hospice

Philip Ransdell (*HR Chair*)  
Cracker Barrel

Cathryn Rolfe  
HCA Physician Services Group

Jane Siegel, MD  
Tennessee Orthopedic Alliance

Robert Taylor, MD  
Dialysis Clinic Inc.

Gina Zylstra  
Dialysis Clinic Inc.

Stephanie Gross Bell, *Board Intern*  
EmCare



# advisory committees

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## 2017 ADVISORY COMMITTEE

Mary Falls, *Advisory Chair*  
Community Leader

Susan Simons, *Past Chair*  
Community Leader

David Barton, MD,  
*Alive Hospice Founder*

Lynn Barton, LCSW,  
*Alive Hospice Co-Founder*

Warren McPherson, MD, *Board Chair*  
Retired Neurosurgeon, Businessman,  
Community Leader

Anna-Gene O'Neal, *President/CEO*  
Alive Hospice

Leslee B. (Honey) Alexander  
Community Leader

Donna Culver  
Culver Productions

Frances Edwards  
Community Leader

Roy Elam, MD  
Retired Physician

Annette S. Eskind  
Community Leader

Frank Gluck, MD  
Retired Physician

Mary Hunter  
Community Leader

Granbery Jackson III  
Jackson Financial Services

Howard Jones, MD  
Vanderbilt University Medical Center

Harriet Karro  
Community Leader

Roberta Lochte-Jones  
Community Leader

Joseph C. Moss  
Wiley Bros.-Aintree Capital

Sandra J. Roberts  
Community Leader

Bertie Shriver  
Community Leader

Deborah Story  
Metro Nashville Public Schools

## 2017 ALIVE INSTITUTE ADVISORY COMMITTEE

Granbery Jackson III, *Chair*  
Jackson Financial Services

David Barton, MD,  
*Alive Hospice Founder*

Lynn Barton, LCSW,  
*Alive Hospice Co-Founder*

Warren McPherson, MD, *Board Chair*  
Retired Neurosurgeon, Businessman,  
Community Leader

Anna-Gene O'Neal, *President/CEO*  
Alive Hospice

Frances Edwards  
Community Leader

Mary Falls  
Community Leader

Howard Jones, MD  
Vanderbilt University Medical Center

Joseph C. Moss  
Wiley Bros.-Aintree Capital

Rev. Donna Scott  
Community and Faith Leader

Susan Simons  
Community Leader

Jan van Eys, MD  
Vanderbilt University School of Medicine

Charlie Wray  
Bass, Berry & Sims

## NON-BOARD MEMBERS SERVING ON BOARD COMMITTEES

Kasey Anderson  
*(Community Development Committee)*  
American Council of Engineering

Michael Cassity  
*(Human Resources Committee)*  
HCA Tristar

Anna Grizzle, Legal Counsel  
*(Quality and Compliance Committee)*  
Bass, Berry & Sims

Lisa Handly  
*(Finance Committee)*  
Community Leader

Bill Hirschman  
*(Ethics Committee)*  
JP Morgan Private Bank

Doug Johnson, MD  
*(Ethics Committee)*  
Dialysis Clinic Inc.

Allison Jones  
*(Finance Committee)*  
Pinnacle Financial Partners

Carey McDonald  
*(Ethics Committee)*  
Monroe Carell Jr Children's Hospital at Vanderbilt

Angie Mulder  
*(Quality and Compliance Committee)*  
RCCH Healthcare Partners

Kate Payne, Consultant  
*(Ethics Committee)*  
Vanderbilt University

Rabbi Laurie Rice  
*(Ethics Committee)*  
Congregation Micah

Carolyn Schneider  
*(Human Resources Committee)*  
RCCH Health Care Partners

Carol Titus  
*(Finance Committee)*  
Pinnacle Financial Partners

Dean Emilie Townes  
*(Ethics Committee)*  
Vanderbilt University Divinity School

Jan van Eys, MD  
*(Quality & Compliance Committee; Ethics Committee)*  
Vanderbilt University School of Medicine

Lisa Wooten  
*(Human Resources Committee)*  
Aegis Corporation

# hospice care

**Alive Hospice provides compassionate care and support for people of all ages with life-limiting illnesses and their families in 12 Middle Tennessee counties. We provide more mission-based care than any other hospice organization in the state of Tennessee.**

We are accredited by the Joint Commission and hold its Gold Seal

of Approval, and we are Tennessee's only Jewish-accredited hospice. Additionally, we have Middle Tennessee's only pediatric and perinatal hospice team, and we are a Level 4 We Honor Veterans partner organization, the highest ranking a hospice organization can achieve as part of the program.

## PROGRAM STATISTICS

**3,869** patients and their families received hospice care

**12** pediatric patients and their families received care

**430** average daily census

**157,142** patient days of care

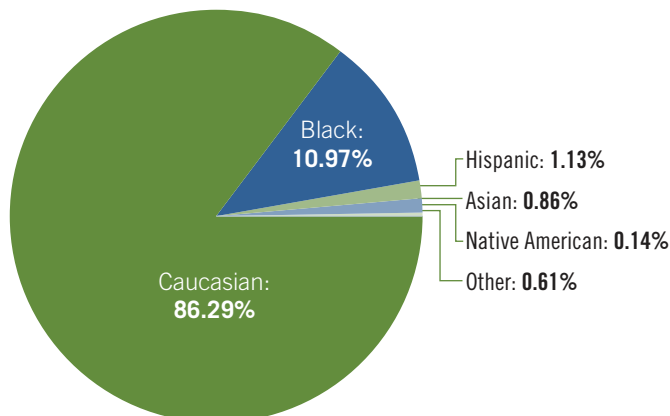
**2,614** patients received home hospice care

**1,142** patients served at The Residence at Alive Hospice - Nashville

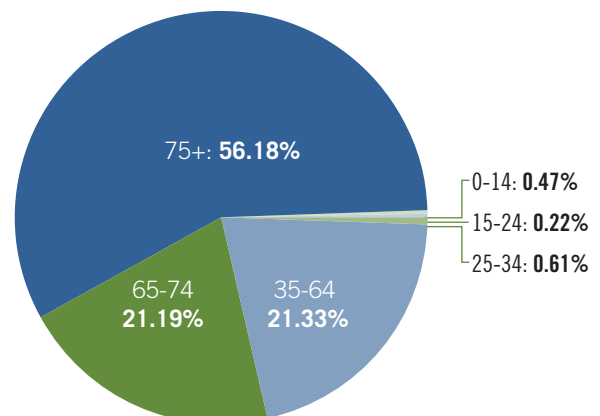
**577** patients served at Alive Hospice at TriStar Skyline Madison Campus

**218** patients served at The Residence at Alive Hospice - Murfreesboro

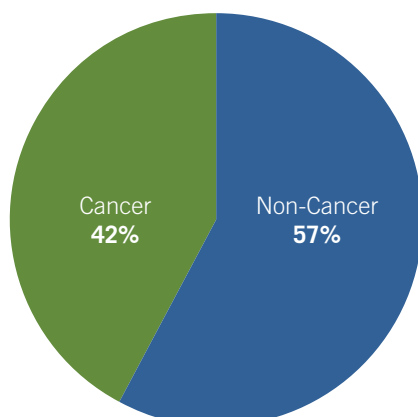
**Hospice Patients By Ethnicity**



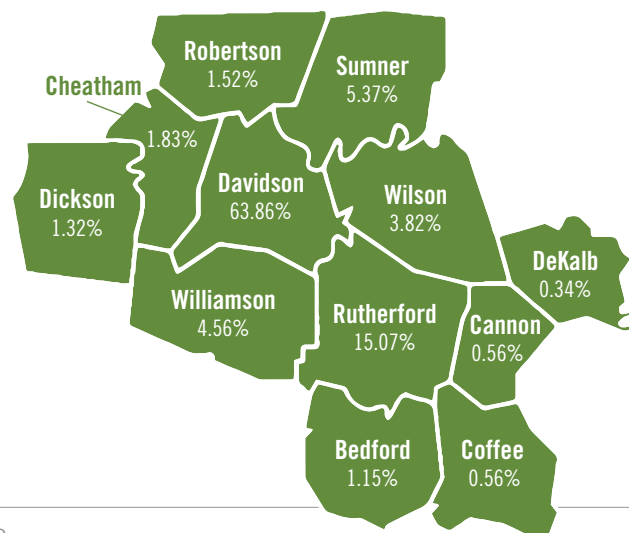
**Hospice Patients By Age**



**Hospice Patients By Diagnosis**



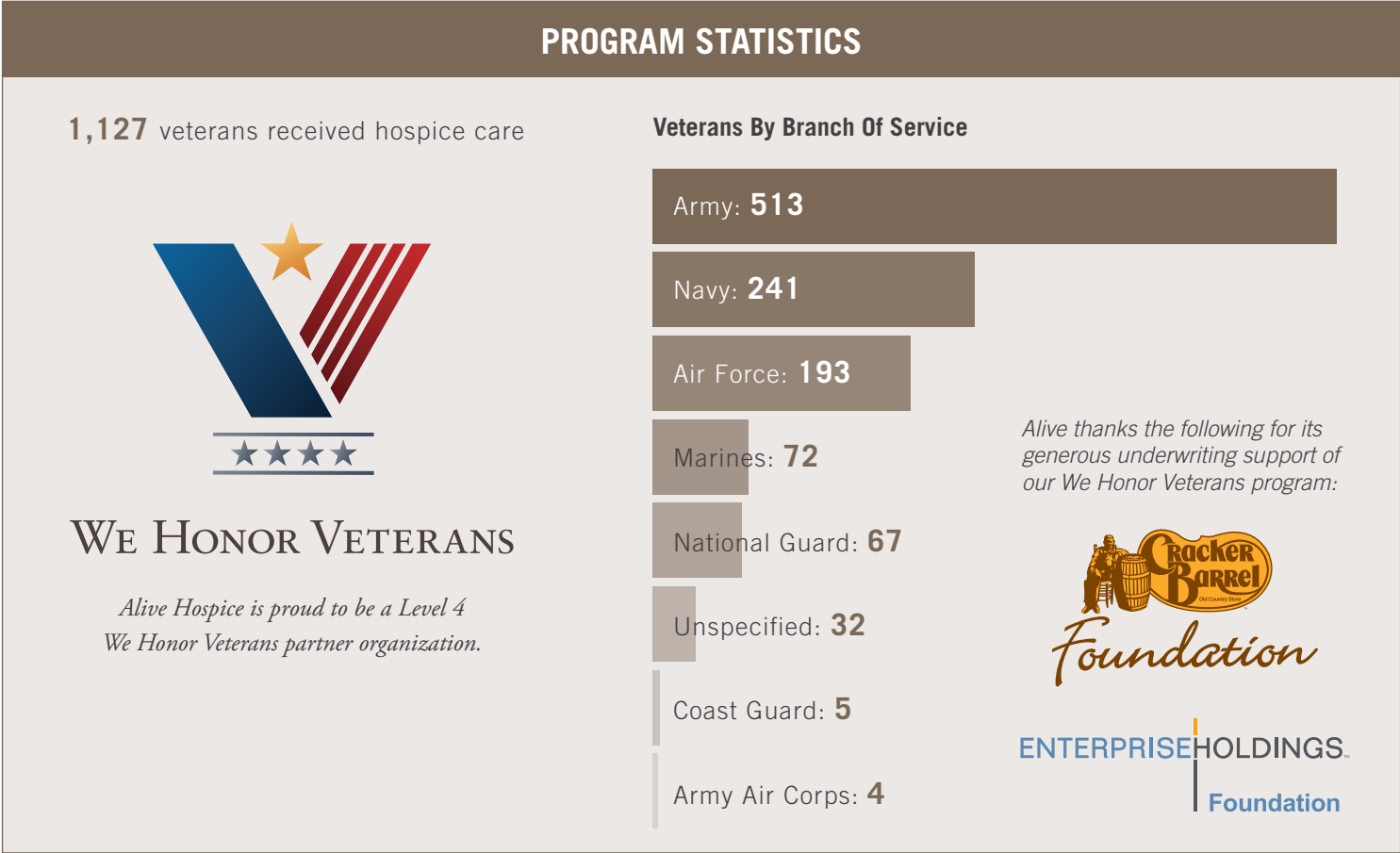
**Hospice Patients By County**



# alive honors veterans

Alive Hospice is a Level 4 We Honor Veterans partner organization, the highest ranking an organization can receive as part of the program. We Honor Veterans is a program of the National Hospice and Palliative Care Organization (NHPCO) in collaboration with the Department of Veterans Affairs (VA) and hospice providers like Alive.

It is a pioneering program focused on respectful inquiry, compassionate listening, and grateful acknowledgment of veterans' service to our nation. Alive is on a mission to serve veterans just as they have served our nation in times of need.





# alive grief support

Grief support is one of Alive's core services and is offered to the families of Alive Hospice patients and to the community at large. Most of the grief counseling provided by Alive (around 95% of the cost) is a charitable offering for the Middle Tennessee region.



*Alive's three camps for children and teens have provided support for more than 1,700 kids who have lost someone important in their lives.*

## PROGRAM STATISTICS

**998** adults and children received grief support:  
825 adults and 173 children

**3,600** individual counseling sessions

**21** grief support groups drew 160 participants

**3,200** calls to the Griefline (615-963-4732)

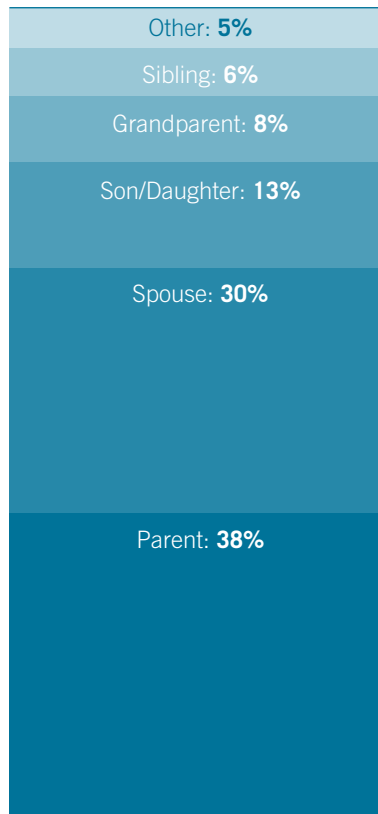
**20,500** bereavement mailings

**577** people attended our bimonthly memorial services

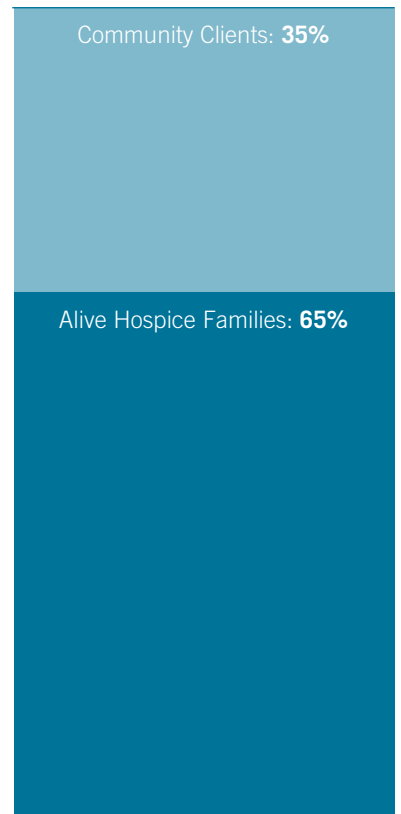
**3** children's grief support camps drew **90** participants:

**5** Grief During the Holidays seminars drew **70** people

### Grief support clients by type of loss



### Grief support client base



# volunteer services

Volunteers are a vital part of Alive Hospice, and our mission would not be possible without them! As you can see, they serve in many ways, and they make a world of difference.

PROGRAM STATISTICS

427

volunteers

20,185

service hours given by volunteers

\$447,300

cost-savings generated by volunteers

Forms of volunteer service at Alive Hospice:

- Patient companionship visits
- Administrative/office support
- Special events
- Craft projects (*keepsake items for patients' families*)
- Companion program (*offering a loving presence for patients without family so no patient has to die alone*)
- Tell Me Your Story program (*keepsake audio recordings for patients' families*)
- Music at patients' bedsides
- Animal-assisted activities (*pet therapy*)
- Pet Peace of Mind program (*providing for basic needs for patients' pets with support from Banfield Charitable Trust*)
- Massage Therapy
- Hair Styling

# alive institute

The Alive Institute is Alive's Center for Education, Outreach, Innovation, and Advocacy. It was part of our founders' original vision for this organization, and through it we are sharing our considerable gifts of insight and experience with the health care community and the community at large through education and advocacy with an initial focus on education and training.

PROGRAM STATISTICS

181

educational events/sessions provided

10,628

people benefited from educational events/sessions

2,671

people educated on advance care directives through The Gift Initiative of Alive Hospice

26

lunch and learn programs with **1,036** attendees

5

interfaith clergy breakfasts with **81** attendees

119

students received clinical experiences and training

132

people attended our 2017 Faith and Spirituality Symposium

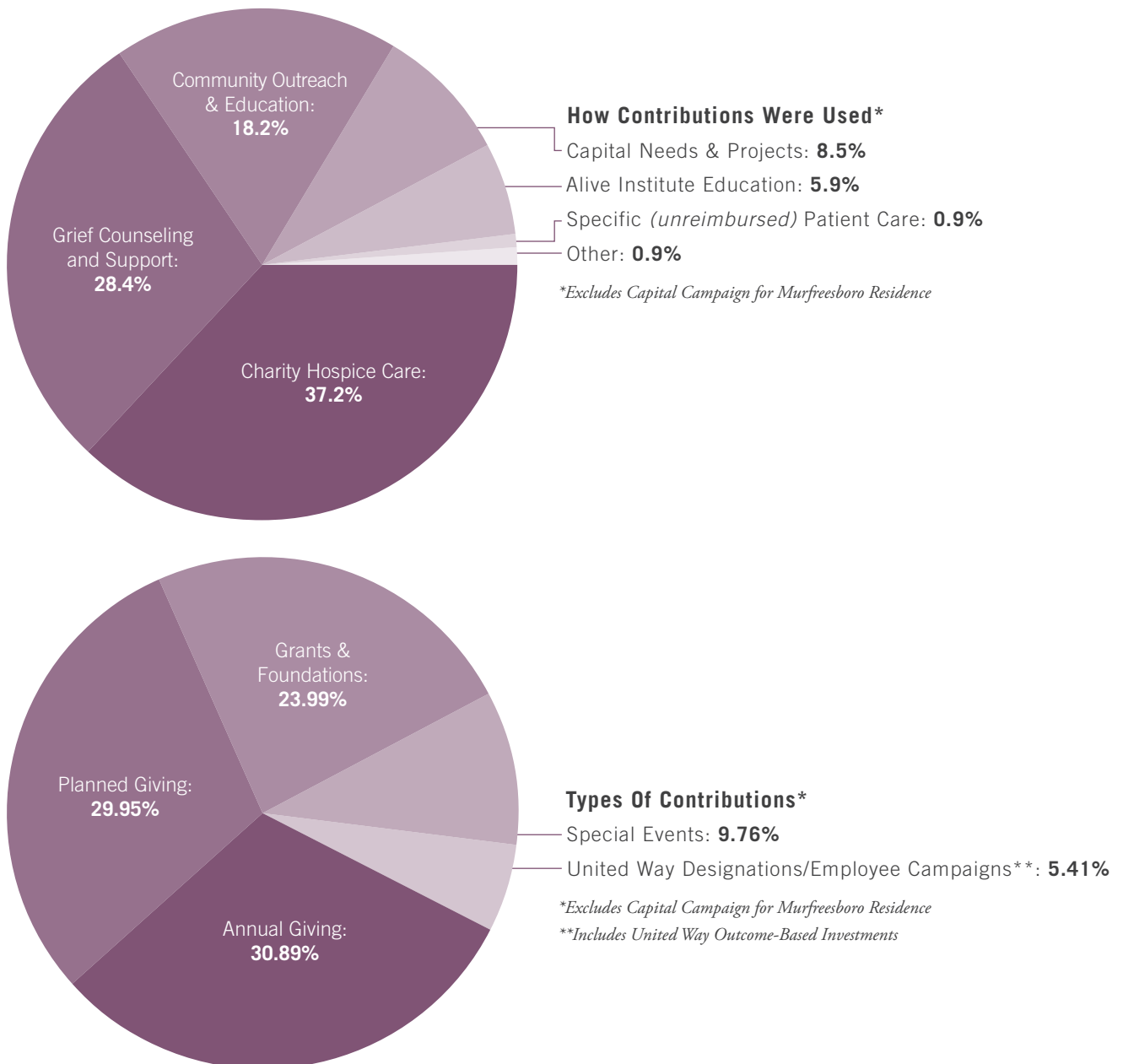


# community support

**Alive provides the most mission-oriented care of any hospice in Tennessee.** In 2017, we provided 21% of charity hospice care in the entire state and 52% of the charity hospice care in our 12-county service area\*.

Annually we budget in excess of \$2 million to respond to the need for charity hospice care, provide grief support, and other mission-based services.  
*\*According to Joint Annual Report data for 2017*

| Total raised in 2017 for Mission-Based Services (*Annual Giving*): **\$2,322,868**



# IT'S OFFICIAL: *alive is one of the best places to work!*

The Nashville region is home to more than 40,000 businesses, and Alive Hospice has a distinction that very few can claim. The *Nashville Business Journal* named Alive one of its 2017 Best Places to Work!



**What this means:** It shows that our employees take pride in not only what they do, but where they work. It's a sign that Alive employees feel valued, respected, heard, and appreciated. It's proof that our organizational culture is not only healthy, but nurturing. Empowering. Positive. Uplifting.

**How do we know this?** Because our employees said so. Staff from across the agency (*clinical and nonclinical*) completed a voluntary survey that measured 10 key engagement categories – from team effectiveness to trust in senior leaders and manager effectiveness and more.

We've worked very hard to create this culture. For

us, it's not just an honor. It's one of the most significant milestones in our history!

It tells prospective employees that Alive Hospice stands apart from competing organizations; no other hospice in Middle Tennessee has this honor. It shows us that our team members are happy, and that we're doing something right. And it's one more way our patients, families, and clients know they're in the best of hands: because an organization named a Best Place to Work is full of employees who are not only knowledgeable, but motivated – inspired – to do their very best.

*That's everything.*

## 2017 AWARDS & HONORS

### Hospice Honors (*Deyta Analytics*)

Alive Hospice is a **2017 Hospice Honors recipient**, an accolade bestowed by **Deyta Analytics**, a division of **HEALTHCAREfirst**. Hospice Honors is a prestigious program that recognizes hospices providing the highest level of quality as measured from the caregiver's point of view – one more testament to the quality of care we provide each day.

### Health Care Heroes (*Nashville Business Journal*)

For the second year in a row, **Alive Hospice President/CEO Anna-Gene O'Neal** has been named a 2017 Health Care Hero by the *Nashville Business Journal*. O'Neal was honored in August in the Advocate category for her work with developing Alive SHARE, a new training program for having difficult end-of-life conversations for physicians, RN case managers, and others.

### 2017 Women in Business (*Murfreesboro Magazine*)

**Alive Hospice President/CEO Anna-Gene O'Neal** was honored in March as one of *Murfreesboro Magazine's* **2017 Women in Business** for her leadership of this organization and the services it provides in Rutherford County.

### Caregivers of the Month (*Family Legacy*)

Two Alive Hospice home care nurses were celebrated as Caregivers of the Month earlier this year by **Family Legacy**. The honorees: **Tammy Bledsoe**, RN, and **Cathy Taylor**, RN. Additionally, Tammy was honored as Caregiver of the Year! The Caregiver Awards are given in recognition of the service of exemplary and dedicated caregivers to patients and families.

### Award of Merit for Connection Newsletter (*PRSA*)

Our *Connection* newsletter (*the predecessor of this magazine*) received an **Award of Merit** from the **Public Relations Society of America** (*Nashville Chapter*) at this year's Parthenon Awards in May.

### American Graphic Design Award (*Graphic Design USA*)

*The GIFT Initiative of Alive Hospice for Advance Care Planning Kit* received an **American Graphic Design Award** from *Graphic Design USA* and was included in their 2017 annual award publication.

# founders circle of giving

*Cumulative Lifetime Receipts of \$50,000+*



alive hospice

## Founders Circle of Giving

**The Founders Circle of Giving represents the roots of Alive Hospice's tree:** benefactors who have given a cumulative total of \$50,000 or more in support of our mission, since Alive's founding in 1975.

Acadia Healthcare  
J. Clark Akers  
Alvin and Sally Beaman Foundation  
American Constructors, Inc.  
AmSouth  
Ann Hardeman and Combs Lawson  
Fort Foundation  
Clare C. Armistead  
Ascension Health Ministry Svc Ctr  
AT&T  
James W. and Janet Ayers  
Bank of America of Tennessee  
Baulch Family Foundation  
Beaman Automotive Group  
Bill and Melba Blevins  
Bluebird Cafe, Inc.  
Bradford Family Foundation  
Martin S. Brown Sr.  
Brownlee Currey Foundation  
Cal Turner Family Foundation  
The late Monroe J. Carell  
Charity Circle of Murfreesboro\*  
James H. and Nicky Cheek  
Christy-Houston Foundation, Inc.  
Thomas and Constance Cigarran  
Community Foundation of Middle  
Tennessee  
Jane L. Davis and the late Dr.  
Thomas Davis  
Dugas Family Foundation  
Ezell Foundation  
Family and Children's Service  
Frist Foundation  
Barbara E. Futter\*  
Gaylord Entertainment  
Frank and Judy Gluck  
The late Landis B. Gullett

Harry and Jeanette Weinberg  
Foundation, Inc.  
HCA Foundation, Inc.  
Healing Trust  
Victoria Heil and the late Dr. Eric  
Raefsky  
Sharon Hels  
The late Senator Douglas Henry  
The Houghland Foundation  
George and Tracey Huddleston  
Humana Foundation  
Ingram Industries Inc.  
Jackson National Life  
Joey and Debbie Jacobs  
James Walter Pickle Foundation  
Jane and Richard Eskind and Family  
Foundation  
Joe C. Davis Foundation  
John D. Floyd Charitable Foundation,  
Inc.\*  
Jeanine Scott Johnson and the late  
Dr. Ira T. Johnson  
Joyce Foundation - Nashville  
Justin and Valere Blair Potter  
Foundation  
William B. and Robin King  
Heloise Werthan Kuhn  
Richard and Anna Mary Lenderman  
Margaret Ann and Walter Robinson  
Foundation\*  
Martin Foundation  
The Memorial Foundation  
Michael B. McKee and Paul Cook  
Michelle McWhorter and the late  
Clayton McWhorter  
Metropolitan Development and  
Housing Agency  
Katherine D. Murfree\*

Nashville CARES  
Douglas G. Odom  
Mark and Anita Pirtle  
Ragland Corporation  
Richard E. Ragsdale  
Ben and Joan Rechter  
Michael and Katie Regan  
Reynolds Family Foundation  
Dr. Liz Rhea  
Alton Ross  
Joseph V. and Anne Russell  
Ryan White Community AIDS  
Partnership  
Saint Thomas Foundation  
Frederic and Lynn Scarola\*  
Serving our Seniors  
Helen Thomas Siler  
Luke and Susan Simons  
SunTrust Bank  
United Way of Metropolitan Nashville  
United Way of Rutherford and  
Cannon Counties, Inc.  
United Way of Williamson County  
United Way of Wilson County  
Vanderbilt University Medical Center  
John D. Walker  
Washington Foundation  
Joni P. Werthan\*  
West End Home Foundation  
The Willard & Frances Hendrix  
Foundation  
Willis North America  
The Woman's Club of Nashville  
John and Kay Woodfin  
Woodfin Memorial Chapel, Inc.\*

*\*An asterisk denotes members added in  
2017 to the Founder's Circle of Giving.*



# annual giving societies

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Every donor nourishes our organization, helping our roots grow deep and our branches grow tall so that people facing life-limiting illnesses, their loved ones, and grieving families may seek respite beneath our leaves. Your support makes our mission possible. The annual giving societies recognize gifts made for our general operating fund, specific programs, as well as capital campaign giving for Murfreesboro.

Give online at [AliveHospice.org/give](https://www.alivehospice.org/give), by calling 615-327-1085, or by mailing your contribution to Alive Hospice,

Attn: Community Development Department, 1718 Patterson Street, Nashville, Tennessee 37203.

society gift amounts: **Evergreen Society:** \$25,000 - \$49,999 | **Oak Society:** \$10,000 - \$24,999

**Hickory Society:** \$5,000 - \$9,999 | **Cedar Society:** \$2,500 - \$4,999 | **Elm Society:** \$1,000 - \$2,499

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## Evergreen Society

The evergreen tree is symbolic of perpetuity. Alive Hospice's mission has been a constant over the last 42 years, and donor support has made it possible from the very beginning.

Ann Hardeman and Combs  
Lawson Fort Foundation  
Mr. and Mrs. Lynn H. Cawthorne

HCA Foundation  
James Walter Pickle Foundation

John D. Floyd Charitable  
Foundation, Inc.  
Margaret Ann and Walter  
Robinson Foundation

The Memorial Foundation  
Mrs. Katherine D. Murfree  
Vanderbilt University Medical Center

## Oak Society

The oak tree is symbolic of courage. It takes courage to face each day with a terminal illness or the loss of a loved one. Comfort, security, and love combine to give courage when it's needed most, and each of these can be found in abundance at Alive Hospice.

Charity Circle of Murfreesboro  
Cigna HealthCare  
Mr. and Mrs. Burton Dye  
Ms. Sara J. Finley  
Ms. Kathryn Hanley  
Ms. Victoria Heil  
Home Instead Senior Care  
Foundation

The Houghland Foundation  
Mrs. Kib K. Huddleston  
Jackson National Life  
James R. Meadows, Jr.  
Foundation  
Dr. and Mrs. George H. Lien  
Louie M. and Betty M. Phillips  
Foundation

Mr. and Mrs. John Morris  
Reeves-Sain Foundation Inc.  
Ms. Helma Ritter  
Mr. and Mrs. Frederic A.  
Scarola  
Susan Lee Charitable Fund  
Reverend Carol Tate  
John D. Walker

Carol C. Waller  
Washington Foundation  
Michael and Lindsey Wells  
Mr. and Mrs. Don Witherspoon  
Ms. Beth Workman and Mr. Ned  
Braman

## Hickory Society

The hickory tree is symbolic of endurance. Alive Hospice patients and their families face one of the most difficult journeys there is, and loving care from our care teams does so much to hearten their spirits each day.

Ms. Mary H. Andrews  
Ms. Jean P. Barfield  
Baulch Family Foundation  
Ms. Lori J. Bell  
Ms. Catherine H. Brent  
Mr. Stewart Campbell, Jr.  
Cracker Barrel Foundation

Enchiridion Foundation  
Dr. and Mrs. Jeffrey B. Eskind  
Mr. Duncan Eve  
Mr. and Mrs. Tim Farley  
Ms. Barbara E. Futter  
Ms. Margaret Gill  
The Grainger Foundation

Mr. and Mrs. Steven L. Grizzle  
Jennings & Ayers Funeral Home  
Mr. Gary W. Johnson  
Keith and Nancy Johnson  
Family Foundation  
Dr. and Mrs. Murali Kolli  
Mr. and Mrs. Michael Levine  
Dr. and Mrs. Warren McPherson

Mechanical Resource Group LLC  
Mid-State Radiology, Inc.  
Murfreesboro Medical Clinic, PA  
The Odom Family Foundation  
Patricia and Rodes Hart  
Foundation  
Pinnacle Financial Partners  
Reynolds Family Foundation

# annual giving societies

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*Hickory Society continued*

Mr. and Mrs. Stephen S. Riven	Ms. Kathy Ryan Saint Thomas Rutherford Hospital	Jessie and Joey Schmidt Mr. Dean Schneider	Ms. Susan W. Schulert Ms. Joni P. Werthan
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## Cedar Society

The cedar tree is symbolic of healing. It is our sacred belief that, although one does not find a cure at the end of life, one can find healing of the heart, mind, and soul.

Aetna	Ms. Vicki Estrin	Ms. Jean C. Maynard	Mr. and Mrs. Irvin L. Small
Mr. and Mrs. James Aho, Jr.	Mrs. Linda H. Gropp	Mr. Michael B. McKee and Mr. Paul Cook	Ms. Barbara Owen Smith
Dr. and Mrs. Mark Akins	Ms. Patricia W. Hall	Dr. and Mrs. Britt Mioton, Jr.	Mr. and Mrs. Charles L. Stevens
Aladdin Industries Foundation, Inc.	Dr. and Mrs. Stephen J. Heyman	MSB Cockayne Fund, Inc.	Mr. and Mrs. Charles W. Thurman
Mr. Roger T. Briggs, Jr.	Highwoods Realty Ltd. Partnership	Mr. David Nix	Turner Construction
Ms. Joan A. Brown	Ms. Laura Hill	Anna-Gene and Scott O'Neal	United Way of Rutherford and Cannon Counties, Inc.
Mr. and Mrs. William Cammack	Mr. and Mrs. John P. Hogan	Judy and Jay Orr	Dr. Jan van Eys and Ms. Judith L. Hodges
Mr. Shy Carter	Hylant Group	Mr. John J. Owen, Jr.	Mr. and Mrs. Alex P. Waddell, IV
The Charitable Giving Card Program of CFMT	Mr. and Mrs. Granbery Jackson, III	Mr. Ralph Parsons	Mr. and Mrs. Mark Wallace
Mr. and Mrs. Jerry Cooper	Ms. Jeanine Scott Johnson	Pilkerton Realtors	Mr. David C. Wood
Eakin Partners	Dr. and Mrs. Howard W. Jones, III	Mr. and Mrs. Ben R. Rechter	Mr. and Mrs. Michael Zylstra
Ms. Pam Eldridge	Drs. Paul and Dana Latour	Richardson Foundation	
Enterprise Holdings Foundation	Mr. Aeron Lucas	Ms. Joan B. Shayne	

## Elm Society

The elm tree is symbolic of inner strength. Each day, Alive Hospice helps terminally ill patients, their families, and grief support clients find the strength to make the journey before them. They walk this journey one step at a time, and they don't do it alone.

Mr. Benjamin Adams	Mr. and Mrs. Martin Brown, Jr.	Mr. Paul E. Cleckner	Mrs. Mary DiVittorio
Mr. and Mrs. J. Clark Akers, III	Ms. Holly Bryant	Clifton and Jennifer Ogden Charitable Fund	Dr. Tracey E. Doering
Ms. Adrienne Ames	Burns Services, Inc.	Dr. and Mrs. Alan G. Cohen	Mr. and Mrs. Joseph Dorko
Mr. James Attwood	Mr. and Mrs. Kristopher Bybee	Mr. Robert Coleman	Mr. Mike Duffer
Mr. and Mrs. Clark Baker	Mr. William S. Byington	Dr. Paul Conkin	Ms. Linda Durham
Ms. Paula Barkley	c3/Ankura	Mr. and Mrs. Rolland J. Corbin	Dr. and Mrs. William H. Edwards, Sr.
Bass, Berry & Sims PLC	Mr. John E. Cain, III	Mr. and Mrs. Graham A. Cowie	Mrs. Annette S. Eskin
Mr. and Mrs. James Bauchiero	Caldwell Advisors, LLC	Ms. Patricia Coyle	Dr. and Mrs. Steven J. Eskin
Dr. Charles O. Beauchamp	Mr. and Mrs. Howell H. Campbell, III	Mr. and Mrs. G. Thomas Curtis	Mr. Bill Ezell
Ms. Susan Becker	Mr. and Mrs. John Campbell	Dale Family Foundation	Ezell Foundation
Dr. Bob J. Berkompas	Ms. Kimberly D. Cannon	Ms. Georgia Daly	Family Legacy
Dr. and Mrs. Martin L. Blakely	Mr. and Mrs. Lou Caputo	Mr. David Davis, Jr.	Mr. and Mrs. Gordon B. Ferguson
Mr. Brad Blevins	Mr. and Mrs. Larry Carter	Mrs. Lipscomb Davis, Jr.	Mr. John Floyd
Ms. Jane Boles	Mr. and Mrs. James H. Cheek, III	Ms. Lisa Davis	Frantz Building Services
Ms. Betsy A. Bond	Ms. Helen Chumbley	Mr. Robert Dennis	Ms. Roseanna Gilley
Mr. and Mrs. R. John Boyens	Mr. Stephen Clark and Dr. Yanjaun Ma	Mr. Williams S. Dinker	Goad Family Foundation
Mrs. James Bradford, Jr.			Gobbell Hays Partners, Inc.

# annual giving societies

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## *Elm Society continued*

Dr. Ralph M. Greenbaum	Ms. Mary A. Kipp	Mr. Tim Pierce and Ms. Amy S. Seigenthaler	Mr. Frank W. Stevens, Jr.
Mr. Larry E. Grimes	Dr. and Ms. Jack Koch	Mr. Donald Powell	Ms. Mary E. Stuck
Mrs. Jane Guzikowski	Ms. Joyce Krajick	Reba McEntire Fund	Mr. Craig Swanson
Mrs. Sara Hamilton	Ms. Deborah Lampley	Mr. Jim Reedy	T & T Family Foundation
Mr. Joseph Hampe	Mr. Michael Law	Ms. Dana Reynolds	Dr. Dean G. Taylor
Mr. David M. Harbsmeier	Dr. and Mrs. Brian Lee	Mr. and Mrs. David Richardson	Dr. Robert K. Taylor
Harold and Helen Hazelip	Mr. Earl C. Lehw	Mr. and Mrs. Larry B. Richardson	Mark and Terri Tharp
Mr. and Mrs. Anthony Heard	Ms. Janice M. Levi	Mr. and Mrs. Doyle R. Rippee	Mr. Louis B. Todd, Jr.
Dr. and Mrs. Brian Hemphill, MD	Mr. and Mrs. Lloyd W. Lindsey	Mr. Wain Rogers	Mr. James P. Tuggle Sr.
Ms. Faith Hill and Mr. Tim McGraw	Ms. Kathi Lindstrom	Ms. Linda Rotella	United Way of Williamson County
Dr. Alice Hinton	The Listening Room	Dr. and Mrs. Mace Rothenberg	Vanderbilt Department of Anesthesiology
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If you or your organization would like to be an event sponsor, please contact Development Manager Ben Love at 615-346-8698 or [blove@alivehospice.org](mailto:blove@alivehospice.org).

## Sources of Revenue

Program Services: 91.8%

Public Support: 7.7%

Other: 0.5%

## Allocation of Total Expenses

Program Services: 77.7%

Management &amp; General: 20.2%

Fundraising: 2.1%

## Assets

2017

2016

## CURRENT ASSETS

Cash and cash equivalents	\$ 5,757,640	\$ 8,430,508
Restricted cash	323,665	490,953
Patient accounts receivable, net	2,986,773	2,279,920
Pledges receivable, net	830,376	1,048,862
Prepaid expenses	287,004	251,630
Other current assets	180,097	70,949
<b>TOTAL CURRENT ASSETS</b>	<b>\$ 10,365,555</b>	<b>\$ 12,572,822</b>
Pledges receivable, net, excluding current portion	2,050,283	2,891,935
Investments	2,123,707	1,946,915
Property and equipment, net	22,417,490	14,433,385
Goodwill	554,293	554,293
Investment in joint venture	1,000	1,000
<b>TOTAL ASSETS</b>	<b>\$ 37,512,328</b>	<b>\$ 32,400,350</b>

## Liabilities &amp; Net Assets

## CURRENT LIABILITIES

Current portion of long-term debt	\$ 53,960	\$ -
Accounts payable	\$ 638,971	\$ 1,317,842
Accrued expenses	1,615,297	1,357,579
<b>TOTAL CURRENT LIABILITIES</b>	<b>\$ 2,308,228</b>	<b>\$ 2,675,421</b>
Long-term debt, excluding current portion	\$ 4,616,893	\$ -
Other long-term liabilities	146,284	-
<b>TOTAL LIABILITIES</b>	<b>\$ 7,071,405</b>	<b>\$ 2,675,421</b>

## NET ASSETS

Unrestricted		
Undesignated	21,350,582	20,778,683
Board designated	520,481	462,023
<b>TOTAL UNRESTRICTED NET ASSETS</b>	<b>\$ 21,871,063</b>	<b>\$ 21,240,706</b>
Temporarily restricted	7,384,671	7,304,034
Permanently restricted	1,185,189	1,180,189
<b>TOTAL NET ASSETS</b>	<b>\$ 30,440,923</b>	<b>\$ 29,724,929</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$ 37,512,328</b>	<b>\$ 32,400,350</b>





*AliveHospice.org* | 615-327-1085

**Our mission:** We provide loving care to people with life-threatening illnesses, support to their families and service to the community in a spirit of enriching lives.

*Alive Hospice is a 501(c)(3) charitable nonprofit.*

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