

## *New Partner Helps HopeHealth Extend Reach*

In 1979, with a \$100,000 gift, a \$53,000 annual budget, a small office in Osterville and a single employee, Falmouth Hospital Nurse Mary McCarthy, Hospice of Cape Cod set out to provide what then was a comparatively new specialized service to local residents.

Their first year, Ms. McCarthy has recalled, they treated 20 patients. In a short time, Hospice of Cape Cod would add services as well as a residence facility, changes reflected in its new name, Hospice & Palliative Care of Cape Cod.

And the growth in scope and services continued. The relatively new Mary McCarthy Hospice House was upgraded to become McCarthy Care Center and services were extended to Martha's Vineyard and additional mainland counties. This latter was accomplished through a merger with Hospice of Boston & Greater Brockton. Other affiliations followed, with Alzheimer's Services of Cape Cod & the Islands and the Massachusetts Pain Initiative.

And, again, a change in name was in order to reflect the mergers and a host of additional services, including house calls.

HopeHealth emerged prominent on the regional healthcare scene.

And now those borders have been extended even further.

On October 15, it was announced that HopeHealth was affiliating with Home Care & Hospice of New England.

The new partner serves Rhode Island and Eastern Massachusetts and is the parent of Home & Hospice Care of Rhode Island and Visiting Nurse Home Care. It is the second oldest hospice in the nation and a national leader in hospice and palliative care. Its academic affiliation with Brown University's Warren Alpert Medical School for hospice and palliative medicine is the only one of its kind in the country.

The announcement said the merger will create a \$75 million regional organization that will be better able to survive in a competitive environment. These economies of scale also will be helpful in a world of shrinking reimbursements.

Diana Franchitto, president/CEO of HHCRI/VNHC, will lead the new parent organization. David Rehm, president/CEO of HopeHealth for the last 12 years, some time ago had announced his pending retirement.

However, the name HopeHealth not only will survive, but all facets of the new entity will be identified with that brand.



“We are bringing together two organizations with long traditions of providing excellent care for patients, clients and their families. This will ensure our long term strength and viability.” Ms. Franchitto said, “This will ensure our long term strength and viability in a much larger area. And by combining our talents, resources and complementary services, we will become a stronger, better organization.”

“This affiliation was inspired by a common desire to advance our missions. Achieving a critical mass of combined services, as well as an expanded footprint, will give us greater financial strength, access to talent and a more robust infrastructure. It will also allow us to be more efficient and cost-effective – all with the goal of enhancing our ability to deliver high-quality, compassionate care and supportive services in our communities,” Mr. Rehm agreed.

The subsidiaries will retain their local Boards of Directors, ensuring their continued community engagement, support and guidance. The parent entity will have a Board of Directors with two co-chairs and equal representation from each organization. The agreement to join forces has been approved by the boards of each organization. The parties expect the affiliation transaction to close in early 2016.