

Building

on our promise

A CAMPAIGN FOR STONELEIGH RESIDENCE



Hospice of Lansing
Stoneleigh Residence



A Place of Care, Comfort, and Support

A few years ago, a simple, yet powerful conversation resulted in a promise.

“This is the place. This is where we want him to be. Mom was able to be here. Your team took such great care of her. Now it’s Dad’s time. He needs you. We need you. We promised him when it was his time, he’d be here. And you’re telling me there isn’t any room available? Isn’t there anything you can do to make it possible?”

“I’m so sorry, Mary. We are full. We will reach out to you as soon as a room is available.

We promise.”

For more than 40 years, Hospice of Lansing has accompanied patients and their families along the final journey of life. And today, we are taking the next step to serve more families at Stoneleigh Residence. Today we focus on expanding our reach.

Today... we build on our promise.



The Growing Need

We believe everyone deserves to decide where and how to spend their final days. The growing preference for hospice over hospitalization at the end of life has been well-documented. In 2016, almost 50% of Medicare recipients accessed hospice services. This number is more than double the rate of 23% back in 2000 and continues to grow.

For many families, staying at home is simply not realistic or safe. Therefore, the number of families who seek the support of inpatient hospice care is also increasing. In 2003, just 0.2% of U.S. deaths occurred

at hospice facilities. By 2017, it had risen to 8.3%, for a total of 212,652.

Today, that number continues to grow and creates struggles for patients and caregivers alike. That is why Stoneleigh Residence exists — as a place of care, comfort, and support. Loved ones can be present in the moment and focus on their time together while skilled hospice staff support their loved ones' medical needs. **At Stoneleigh Residence, you can just be family and friends. We are the caregivers.**

“

Thanks to the people at Hospice of Lansing, Heather finished her days at Stoneleigh Residence, with dignity, free of pain and suffering; she was at peace. Most importantly, she died in a circle of love, with her family and an incredible care team by her side.”

**– Joseph,
A husband**

Why Now?

Stoneleigh Residence always has a waiting list. In fact, we **turn away more than 100 families a year** due to lack of available space.

As the aging population in our region grows, demographic trends continue to highlight the need for increased inpatient, residential hospice care. **Unfortunately, with only 29 beds in the Mid-Michigan area, we do not have enough licensed inpatient hospice beds to serve a region of nearly half a million people.** Therefore, we are ready to move forward in expanding Stoneleigh Residence by 50%, moving from eight suites to 12.

In addition to serving additional patients and families, we also see the opportunity to create better efficiencies within our organization and bring our entire administrative and clinical leadership team together, under one roof by adding an administrative wing.

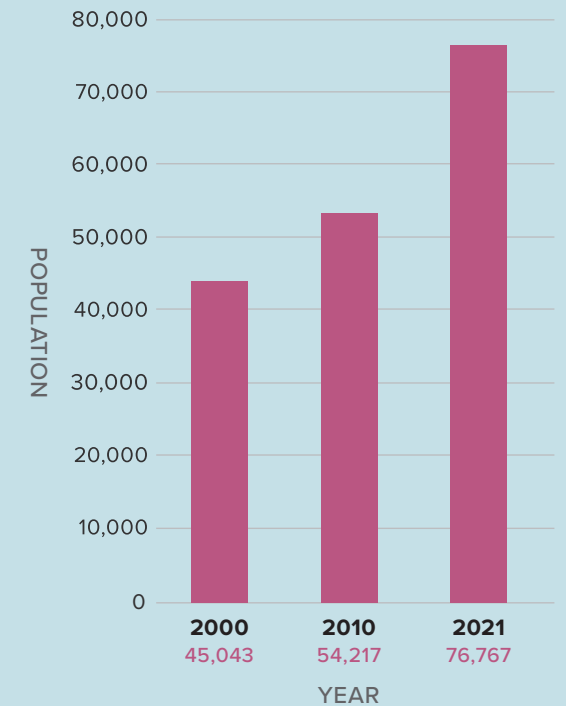
Hospice time is limited time and every minute matters. Through prudent financial management and a combination of savings, fundraising, refinancing, and operational efficiencies, we have developed this plan to expand our services, having little impact on our bottom line. However, these additions and changes will have a significant impact and benefit to the operations of our team. More importantly, this plan allows us to deliver better care and services to more patients and families.

To more families like Mary's.

Community Trends

The need has been significant in our region for some time. It is evident in the growing and aging population of our region, and it is clear to our staff every time we have to turn away a family.

Population change in residents 65+ Ingham, Eaton, Clinton counties



Matt & Penny's Story

Matt always had a presence about him, with his bear hugs and brown eyes, a smile that would light up a room and a booming voice. That voice was now silenced by a feeding tube and an illness the doctors did not know how to cure.

Penny remembers the doctor coming into the hospital room at University of Michigan to tell her husband what she already knew: "Matt, you have been fighting for everyone else. Now you need to rest."

"I remember it was very hard to process that we were transitioning, that he wasn't going to get better, and I was going to lose my husband and my children were going to lose their dad."

With three kids in school and Matt's complex condition, bringing him home was not possible. A social worker at the hospital began researching options and fortunately found a residential hospice close to home in Lansing.

The first time Penny saw Stoneleigh Residence was as she followed the ambulance down the winding driveway to its secluded setting among woods and ponds. As the staff helped her and Matt arrange his room to his liking, she quickly learned why Stoneleigh is so treasured.

"They knew Matt's story. They knew when we arrived that he had a long battle and he had fought and fought," she said.

"I was still trying to manage and take care of everything, and they just sort of patted my shoulder and said, 'Now it's time to be his wife. We'll take care of everything else. This is the time for you to be husband and wife. You haven't had that for a long time.'"

When Matt moved into Stoneleigh Residence, so did Penny. His suite became her home away from home, and her vantage point to see and experience the compassionate care and attention of the staff.

They checked in on Matt's needs frequently, but they also checked in on Penny. When she mentioned that Matt loved grape juice but could no longer drink fluids, the staff froze juice into a slush so Penny could feed it to him, making both of them happy. Caring nurses would bring her an extra blanket, a cup of tea, and comforting words.

"They were there to take care of my needs. They could sense when I needed a hug. They didn't shy away from comforting me at all."

Matt's room became a place for reunions with family and old friends, the sharing of fond memories, and deep discussions. Penny would spend the night either on the pullout sofa or next to Matt in his bed. When they nestled together to watch a movie, "it could have been any other night at home."

Toward the end, as the visits became more difficult, the nurses started talking with Penny about how a body begins shutting down and what to expect with Matt. They brought cold compresses when he was too warm, blankets when he was cold.

And when the end finally came for Matt, surrounded by loved ones, there was no fear, only peace.

"If Hospice of Lansing wasn't available, I don't think I would have been able to cope with the loss of my husband as I have. It was truly a beautiful experience to be there. The natural, respectful end of life where you are cherished, and know you are loved — not a lot of people get that."

Penny is now proudly serving as a *Building on Our Promise* campaign co-chair with our Executive Board President, Kate Moss.



The Plan

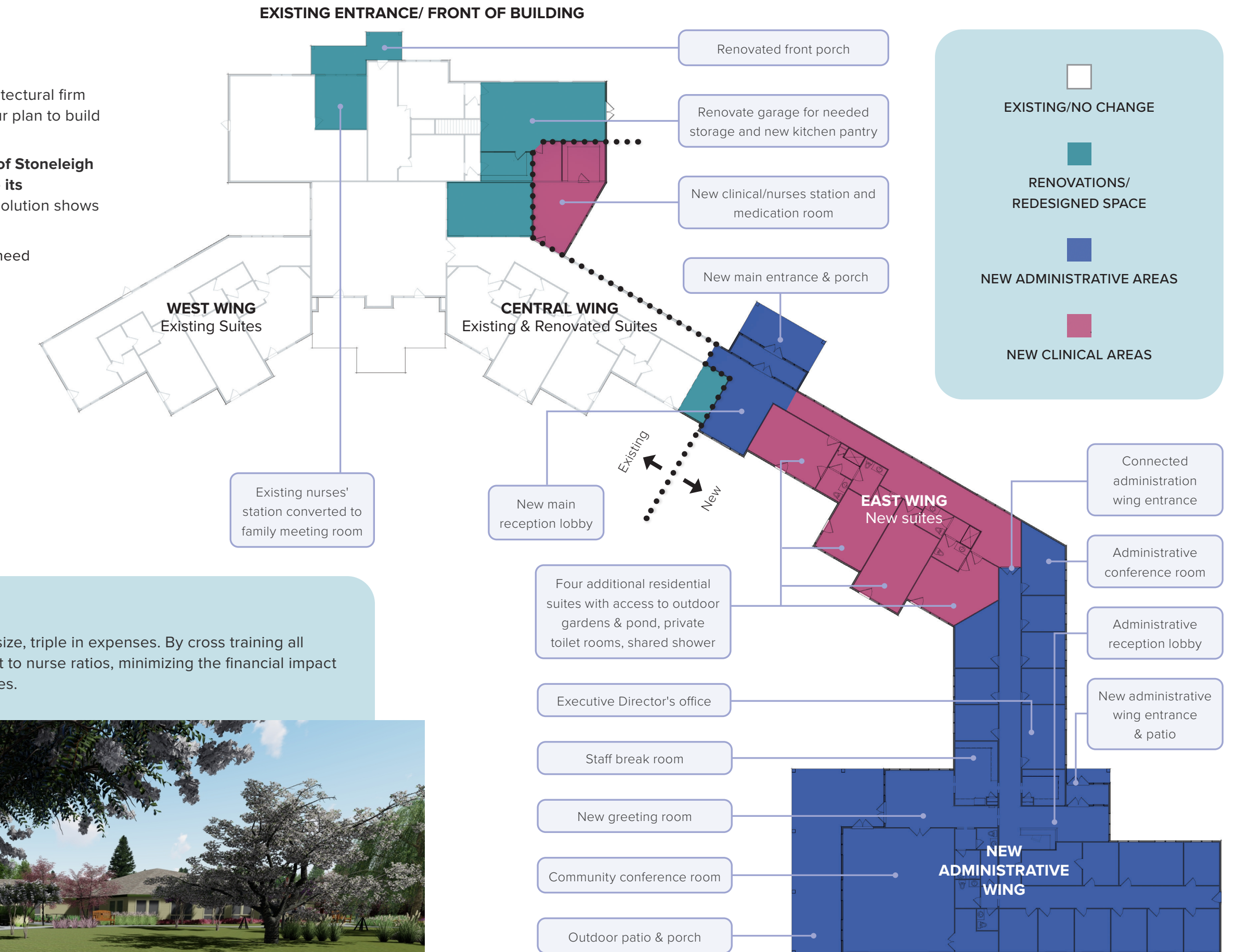
After consultation and design guidance with an architectural firm and our own hospice team, we are proud to share our plan to build on our promise.

Hospice of Lansing seeks to increase the capacity of Stoneleigh Residence from eight private suites to 12 and move its administration building to be under one roof. This solution shows us efficient and practical benefits:

- Greater capacity to serve families when they are in need and ready to ask for help as well as better serve our growing waiting list.
- Additional flexibility and room for our existing patients' use of the respite care benefit.
- Consolidates our team under one roof, increasing our efficiency and ability to better serve our patients and families by allowing cross-training, more efficient service to current and potential families as well as immediate access to resources.
- Based upon the building design, we have the space and area for future expansion.

Why add four suites and not eight?

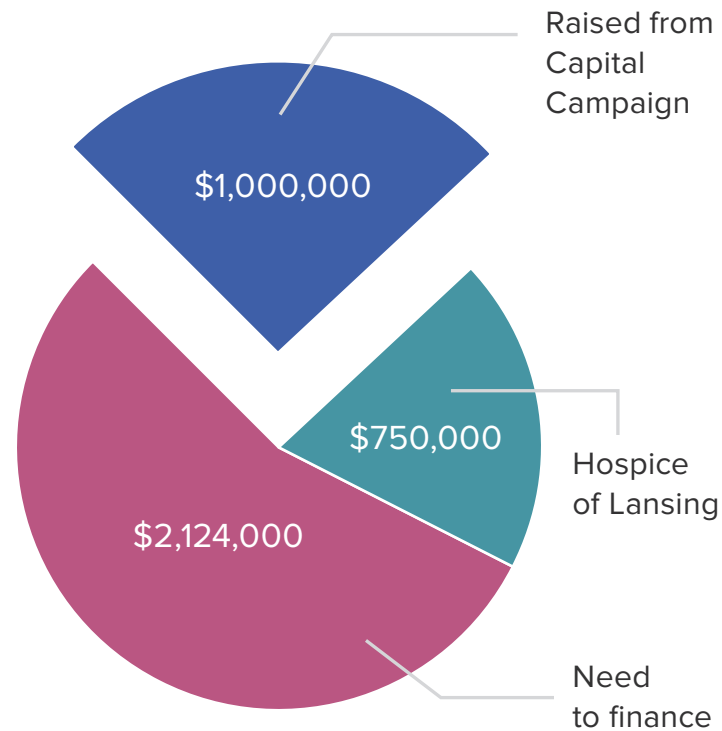
The rule of thumb for medical care is double in size, triple in expenses. By cross training all clinical staff, we will maintain appropriate patient to nurse ratios, minimizing the financial impact even though we will add four much needed suites.



Projected Budget and Plan

The plan for Stoneleigh has been carefully considered, with an emphasis on sustainability for the entire organization. The total cost of the project as envisioned is \$3,874,000. By refinancing our existing mortgage and raising \$1,000,000 from our community, we will have the necessary funds to expand our residential care by 50%, consolidate our offices into one location, and provide more care, comfort, and support to families.

Construction cost:	\$3,874,000
Capital Campaign	- \$1,000,000
Hospice of Lansing	- \$750,000
New Mortgage	= \$2,124,000
Existing Mortgage	+ \$711,000
Total Mortgage	= \$2,835,000
Annual Expense over 20 yrs: (calculated with a 4% interest rate)	\$206,160



“Isn’t hospice covered by insurance?”

There are typically no costs for hospice care to the patient or family; it is a benefit that is normally covered by Medicare, Medicaid, and most private insurance plans.

At Stoneleigh Residence, while Medicare, Medicaid and private insurance cover the medical portion of hospice care, there is a room and board fee. As an independent, non-profit hospice, we do our very best to work with each family to ensure our services continue to be available.

Our Focus

We are expanding with deliberate efficiency while creating access to vital services. We own the land where Stoneleigh sits. Yes, all 20 acres. There is no additional land purchase needed.

In fact, as you can see, being under one roof cuts the expense of rent and the bills associated with the current administrative building.

Combining these dollars and the revenue that four new suites can generate will off-set the combined mortgage value.

And while we are able to cover our monthly expenses through traditional methods, we do not have enough to cover the construction and expansion of the property without the help of the community. Any additional funds raised beyond the capital campaign goal will be applied to the mortgage balance, lowering monthly and annual expenses.

Financial Impact

PROJECTED EXPENSES

Projected Annual Property Expense	\$206,160
Additional Annual Staff Expense An additional four rooms require the addition of 2.5 Full Time Employees (FTE’s) of registered nurses, plus 0.5 FTE for a social worker.	\$204,047
Additional Uncovered/Uninsured Medical Needs This expense is for items that are not covered by Medicaid, Medicare and/or insurance hospice benefit but are needed for the comfort of the patient.	\$103,500
Expense Total	\$513,707

PROJECTED INCOME

Medicaid Reimbursement Rate This figure represents the projected income for room and board plus Medicaid reimbursement for four additional rooms at an average of \$189/day x 365 days x 4 rooms.	\$275,940
Routine Patient Reimbursement Rate This figure represents the projected income for Routine Patient Reimbursement at \$165/day x 365 days x 4 rooms.	\$240,900
Income Total	\$516,840

PROJECTED ANNUAL DIFFERENCE \$3,133

Budget Breakdown

Construction Budget	
Building Construction Costs	\$3,020,000
Construction Contingency	\$302,000
Construction Costs Total	\$3,322,000
Construction Soft Costs	
Permit Processing	\$27,300
Site Survey	\$4,000
Geotechnical Testing Services	\$4,500
Construction Testing Services	\$3,000
Architectural/Engineering Fees	\$248,800
Soft Cost Contingencies	\$14,400
Soft Cost Total	\$302,000
Owner Direct Costs	
Office Furniture	\$100,000
Patient Room Furniture	\$100,000
Patient Room Patio and Courtyard Spaces	\$31,000
Security and Data Systems	\$15,000
Signage	\$4,000
Owner Direct Cost Total	\$250,000
Grand Total	\$3,874,000

“*My first hospice patient taught me so much; especially that quality of life is more important than the quantity. ... I consider working with hospice patients and their families my personal calling.*”

– Dr. James LaBerge
Medical Director



Founded on Compassion

Hospice of Lansing was founded in 1979 by a group of dedicated doctors, nurses, and volunteers who, on their own time, started providing care for the dying.

As the value of hospice care became increasingly recognized, Hospice of Lansing grew into a professionally staffed Medicare-Certified agency. Services continued to expand as families and patients expressed the desire for higher levels of 24-hour, inpatient care toward the end of life, culminating in the opening of Stoneleigh Residence in 2001.

Today, Hospice of Lansing is fully licensed and inspected by the State of Michigan, while still maintaining non-profit status. It is the longest-serving hospice organization in the region, serving all of Ingham, Eaton, Ionia, and Clinton counties as well as portions of Gratiot, Kent, Montcalm, Shiawassee, Barry, and Livingston counties with in-home care services.

Earning the Trust of Families and Community

Our founders shared a belief that every life has meaning to its very end, and that everyone should have the opportunity to approach death with comfort, care, and support.

Today, we are proud to uphold that mission.

In family surveys that are conducted by an independent third party, Hospice of Lansing outperforms state and national averages with a 90% or better rating.

“What does it mean to be a ‘non-profit’ hospice?”

- The money we raise goes back into providing patient care, comfort to the families, and staff support.
- We are a mission-driven organization that is governed by a Board of Directors comprised of distinguished local community volunteers.
- Decisions about the organization are made locally, not hundreds or thousands of miles away at a corporate headquarters.
- We are transparent - about decision making, our finances, how and where we raise our capital funds, our mission fulfillment, and our ethics and values.
- The community which created us over 40 years ago has continued to invest in us, year after year.

Stoneleigh Residence

Since opening in 2001, Stoneleigh Residence has been embraced by families and patients with abiding appreciation for the level of care, the quality of services, the generously sized patients suites, and its beautiful setting.

In addition to inpatient services, Stoneleigh offers the respite care benefit to our in-home hospice families. This allows the caregiver to take a break from caretaking duties. These last few years have shown us just how important it is to have this benefit available to support our families.

The facility in south Lansing is surrounded by 20 acres of woodlands and meadows, with walking paths, flower gardens, a labyrinth and a pond. This setting offers patients and their loved ones a sense of peace and tranquility as they share this precious end-of-life journey.

Current Amenities

- Nurse and hospice aide care 24 hours a day, 7 days a week
- Plenty of room for visiting family
- Privacy as well as comfortable common areas
- Meals and snacks are provided
- Suites have attached bathrooms and pullout sofas for overnight visitors
- Each suite opens to a patio and sitting area overlooking the pond and other outdoor features

The new private suites will also have these amenities.

“

Thank you for the precious gift you gave my husband and me: the time to simply be happy with one another. Releasing me from caretaking to enjoy our time. I will be forever grateful.”

– Martha,
A wife

"You matter because you are you. You matter to the last moment of your life, and we will do all we can not only to help you die peacefully, but also to live until you die."

– Dr. Cicely Saunders

Founder of the modern hospice movement

If we think of life as a journey, every step along the way has meaning, especially those at the end.

Every one of us takes that same journey. How you take it is up to you. As a community, we have the privilege to walk alongside one another and ensure that our neighbors have what they need.

The mission of Stoneleigh Residence is not about death. It's about our promise to honor every moment of life by providing care, comfort, and support.



**Hospice of Lansing
Stoneleigh Residence**

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