

## Message from Chief Executive Officer

There is much uncertainty in the healthcare landscape today, with the clamor for reform emanating from many different directions. There is no doubt change is needed, but in what form and how it is implemented is problematic for hospices. The changes affecting hospice fall into two categories: decreased reimbursement for hospice services and tightening of criteria surrounding medical eligibility for patients referred for care. It is our responsibility to adapt to these changes as we continue to provide the many services the community has come to expect and need from Stein Hospice.

Most of hospice's revenue (over 80%) comes in the form of Medicare reimbursement. Even though research has found that the Medicare investment in hospice care has resulted in reduced expenditures in other parts of healthcare, such as reductions in the use of hospital services and numbers of hospital days, Medicare has gradually reduced reimbursement to hospices each year which now represents a decrease in 12% of revenue in the past five years. More cuts are coming.

Recognizing the trend in lower reimbursement, Stein Hospice began preparing for this eventuality several years ago. As costs continued to increase and our revenue decreased, we have been challenged to cut costs where we can in ways that will not affect patient care. Our intense service model is something that has been a signature of Stein Hospice and reflects the priority of our organization to provide whatever our patients need at such a vulnerable time. Our strategy in this regard is to work smarter, cutting some administrative positions and integrate volunteers more fully into our service model. Volunteers have always been an integral part of Stein Hospice. Today, this amazing group of men and women are assuming more responsibilities including direct patient contact, bereavement services, supply delivery teams as well as working on our vigil and comfort touch teams. Without the dedication of our volunteers we would not be



Jan Bucholz,  
Chief Executive Officer

able to provide the range of services that we do.

The tightening of criteria surrounding medical eligibility for hospice services represents our biggest challenge. Years ago, medical eligibility criteria was suggested to help "guide" hospices in determining whether someone actually qualified medically for services. These guidelines quickly became Medicare law and have become more restrictive over the past years. This has led Stein to consider other options for caring for these people. These options are pointing to the need to partner with social service agencies and groups to address the increasing health care needs of our community. Collaborations with hospitals, home health agencies, churches, senior and volunteer centers might allow us to provide new programs such as affordable caregiver services to people who are not eligible for hospice but still need assistance.

As a fiscally conservative, debt free institution, Stein Hospice's future is optimistic. From our beginning we have always been innovative, hard working and forward thinking, which allows us to continue our mission to provide comfort, compassion and support during life's final journey.

With Love and Respect,

A handwritten signature in black ink that reads "Jan". A thin black line extends from the end of the signature, pointing towards the photograph of the caregiver and patient below.



#### MEDICAL DIRECTORS

James Preston, DO  
Reagan Bristol, DO  
Christina Canfield, MD  
Dennis Furlong, DO  
Lynn Chrismer, MD  
Michael McHenry, MD

Edward Radatz, DO  
Larry Robinson, DO  
Sara Graham, DO  
Todd Williams, MD  
Robert Cromley, DO

#### MANAGEMENT

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Barb Metcalf, BSN, *Chief Compliance Officer*  
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Samantha Bechtel, MSSA, LISW-S, ACHP-SW, GC-C,  
*Chief Clinical Support Officer*  
Beth Frank, MBA, BSN, CPHQ, *Quality and Education Director*  
Amy Skolnik, M.Ed., *Director of Development*  
JoAnn Didion, LISW-S, *Practice Manager*  
Michael Marsh, RN, *Director of Nursing*

#### STEIN HOSPICE

*Mission Statement: To provide comfort, compassion and support during life's final journey.*

#### LOCATIONS

**Administrative Office**  
Sandusky  
1200 Sycamore Line  
Sandusky, Ohio 44870  
419-625-5269  
1-800-625-5269

**Stein Hospice Care Center**  
Firelands Regional Medical  
Center South Campus  
1912 Hayes Ave., 3rd Floor  
Sandusky, Ohio  
419-558-4164  
1-866-230-7597

**Norwalk**  
257 Benedict Ave., Suite B  
Norwalk, Ohio 44857  
419-663-3222  
*Please note, this is the correct address for our Norwalk office. It is currently listed incorrectly in the Yellow Pages phone book and online at yp.com and 411.com*

**Tiffin**  
100 Madison St.  
Tiffin, Ohio 44883  
419-447-0475

**Stein South**  
100 Liming Farm Road  
Mount Orab, Ohio 45154  
937-444-2766

**Port Clinton**  
1848 E. Harbor Road  
Port Clinton, Ohio 43452  
419-732-1787

#### EMAIL

**Volunteer info:** [volunteers@steinhospice.org](mailto:volunteers@steinhospice.org)  
**Donor/event info:** [development@steinhospice.org](mailto:development@steinhospice.org)  
**Referrals/questions:** [referralcenter@steinhospice.org](mailto:referralcenter@steinhospice.org)  
**All other inquiries:** [steinhospice@steinhospice.org](mailto:steinhospice@steinhospice.org)

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[www.steinhospice.org](http://www.steinhospice.org)

## GO GREEN

Help Stein Hospice save money and care for the environment by receiving "In Touch" electronically. Just send an email to [newsletter@steinhospice.org](mailto:newsletter@steinhospice.org) and include both your email and mailing address. We will not distribute your email address or use it for any other purpose. "In Touch" is published quarterly and is also available online at [www.steinhospice.org](http://www.steinhospice.org).



# Gun Smoke Gun Raffle

New to the Stein Hospice events list this year was the Gun Smoke Gun Raffle! The event was held at the Erie County Conservation League in Milan, OH. We partnered with Browning, Fin Feather Fur Outfitters and Short Action Customs to create a 12 gun raffle with a \$6,000 shopping spree split between The Fin and Short Action Customs. We sold only 175 tickets giving guests a 1 in 14 chance to win and the event was sold out!

The event also offered a spirit tasting – complimentary to guests. The event was chalked full of exciting raffle items, extra games, gun trivia and plenty of chances to walk away a winner.

Stay tuned for the 2018 date! You won't want to miss it!



# Upcoming Events

## Stein Hospice Charity Golf Classic

Wednesday, August 30

Eagle Creek Golf Course – Norwalk, OH

### Race To A Million!

For twenty-two years, the Stein Hospice Charity Golf Classic has been racing to raise \$1 million for the patients and families of Stein Hospice. With your help, this could be the year! In hopes to reach this cherished goal, we will have a variety of unique features at this year's event – including the golf ball cannon. This will be an event, and a year, you won't want to miss! Call 800.625.5269 to find out how you can participate in the Race to A Million!



## Paws Up Pet Expo

Saturday, October 21 • 12pm - 3pm

Erie County Fairgrounds



## Wings for Warriors

Sunday, November 19 • 12pm - 4pm

Location AMVETS Post #17

Veteran pinning at event.



## Light Up A Life

Sandusky: Sunday, December 3

Norwalk: Sunday December 10

## 2017 Camp Good Grief

June 12 to June 16, 10 a.m. to 2 p.m.  
Osborn Park, Huron

June 26 to June 30, 10 a.m. to 2 p.m.  
Mt. Orab Park, Mt. Orab

July 10 to July 14, 10 a.m. to 2 p.m.  
Lakeview Park, Port Clinton

July 24 to July 28, 10 a.m. to 2 p.m.  
Veteran's Memorial Lake Park, Norwalk

August 7 to August 11, 10 a.m. to 2 p.m.  
West Park, Elyria





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1200 Sycamore Line  
Sandusky, Ohio 44870

ph. 419-625-5269  
fax 419-625-5761

Non-Profit Org.  
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Permit No. 17

## SUPPORT GROUPS

All groups are free and available to anyone in the community whether or not they have had previous involvement with Stein Hospice. For more information contact Kathy Failor, Bereavement Care Liaison 800-625-5269 or [kfailor@steinhospice.org](mailto:kfailor@steinhospice.org)  
*\*Participants purchase their meal.*

### Adult Support Groups:

- **Serenity Seekers:** for the loss of any adult loved one.
- **Healing Hearts:** for graduates of Serenity Seekers.
- **MOMS:** for mothers who have experienced the death of a child, of any age (childhood to adulthood).
- **A New Dawn:** for adult survivors of divorce.
- **A New Day:** for graduates of A New Dawn.
- **With the Guys:** for men who have lost a loved one.
- **Rain's End:** for adults who have lost a loved one through suicide.
- **Clear Skies:** for graduates of Rain's End.
- **Angel Warriors:** for adult women who have lost a loved one and have challenges with self-esteem.
- **M.I.S.S. You:** for parents who are grieving loss through miscarriage, infant death and stillbirth.
- **In It Together:** for families who have a loved one in the military and deployed. Contact Kim Gentzel, 419-750-0642.

### Adult Social Event Groups:

- **Bunch for Lunch:** Potluck 12 p.m., first Monday of month, at Stein Hospice, 1200 Sycamore Line.
- **Sandusky Yacht Club Lunch Bunch\*:** 12 p.m., third Wednesday of month. 529 E. Water St., Sandusky.

- **Huggers and Munchers\*:** 5 p.m., second Tuesday of month, at different restaurants.
- **Healing Hearts Lunch Bunch\*:** 12 p.m., first Wednesday of month, at different restaurants.

### Children and Adolescent Support Groups:

- **Recovery Riders:** for children ages 7-12 who have lost a loved one through death.
- **R.U.O.K:** for adolescents ages 13-18 who have lost a loved one through death.
- **Tough Cookies:** for children ages 7-12 who have had a loss through separation/divorce, a temporary or permanent placement out of their home or parents/caretakers who have been incarcerated.
- **Next Step:** for adolescents ages 13-18 who have had a loss through separation/divorce, a temporary or permanent placement out of their home or parents/caretakers who have been incarcerated.
- **Club USA:** for children ages 7-12 who have a loved one in the military who has been deployed.
- **Camp Good Grief:** a weeklong summer day camp for children ages 5-13, held in several local parks.