

annual
report 22

LAMPREY
HEALTH CARE



Our CEO

“CELEBRATING 50 YEARS OF QUALITY HEALTHCARE”



GREGORY WHITE
CHIEF EXECUTIVE OFFICER
HRSA PROJECT DIRECTOR

Over the past three years so much of Lamprey’s world was dominated by COVID-19 and the response to the pandemic that 2022 felt as if we re-emerged back into some sort of normalcy. While much of what we do continues to be influenced by those events, 2022 saw us continue our service to the community and afforded us an opportunity to celebrate our work and our people. I am proud to feature so many instances of our team and the work we do.

Our Mobile Health Unit celebrated its first full year of activity, with five regular weekly destinations with partner organizations. We were proud to show off the van and its capacity to Senator Maggie Hassan and Mayor James Donchess when they came to visit us in Nashua in early April, 2021.

To continue with the theme of celebrating, we were thrilled to feature members of our staff who were acknowledged for their great works and dedication to service. Stacy Dionne, RN Clinical Nurse Manager of our Raymond site was recognized as a Health Care Hero. Tracy Tinker, RN was recognized as Certified Diabetic Educator of the Year and Paula Smith, Director of the Southern NH AHEC program was recognized for her on-going commitment to Diversity, Equity and Inclusion.

I was so proud to receive the notification that Lamprey as an organization would be recognized as Large Non-Profit of the Year by the Exeter Chamber of Commerce. This was a wonderful opportunity to share our good works with the business community and to be celebrated for the all the work we’ve done and the challenges we’ve faced over the past two years

Lamprey was recognized by the Health Resources and Services Administration as a gold level Health Center Quality Leader, denoting that the care we provide is ranked in the top ten percent of health centers nationally. This is a testament to our mission and organization value of affording access to high quality health care to all, without regard to ability to pay.

The Lamprey Nurse Practitioner Fellowship celebrated its fifth year, recognizing Kaeli McPhee, MSN, APRN, FNP-BC and Sarah Whalen, MSN, APRN, FNP-C as well as 7 others in the cohort completing their one year learning experience with our partners in the community.

After over a year in delays, in October we were finally able to celebrate Lamprey’s 50 years of service to the community, with our first and largest Gala Event held at Jimmy’s Jazz Club in Portsmouth. The masquerade theme was certainly appropriate for the season and it was such a great feeling to back together in person to recognize our great work together.

We continued with the expansion of our re-branding through the launch of a new website.

We celebrated the arrival of Dr. Vidhi Jadeja, Dr. Boyd Tamanaha, and Dr. Ruth James. Sarah Wood APRN and Jana Thompson APRN joined us Nashua while Ashley Holtan, APRN joined us in Raymond.

Dr. Sirona Pruna retired from practice Lamprey Health Care in November of 2022, after 16.5 years of service and countless babies delivered. Her dedication to her patients was notable and her presence at Lamprey will be missed. Mary Brewer, RN retired in December after 37 years at Lamprey. Mary was here for many firsts at Lamprey and we were fortunate to have her contributions and community connection for so long. Evalie Crosby retired as CFO, but continued to help out with special projects and we are very grateful.

I continue to be proud of our organization and the care that our team provides for the community. I look forward to continuing our mission into 2023 and am grateful to work with such dedicated and mission-oriented people and stand humbled by the commitment of so many.



Our Leaders

MEET OUR EXECUTIVE TEAM AND BOARD OF DIRECTORS

EXECUTIVE TEAM

Gregory White, CPA
Chief Executive Officer

Paul Brimigion, CISSP
Chief Information Officer

Terri Burdick
Site Director, Newmarket / Raymond

Elidora Primero
Chief Financial Officer

Sue Durkin, MS, RN, CPHQ
Chief of Clinical Services

Vasuki Nagaraj, MD, MPH, FFAFP
Chief Medical Officer

Jody Pollack
Human Resources Director

Paula Smith, MBA, Ed.D
Director, Southern NH AHEC

BOARD OF DIRECTORS

A community-based Board of Directors comprised of patients and local citizens dedicated to our communities’ health and wellbeing provides governance to Lamprey Health Care. A Director of the board is a voluntary role and is appointed based on an individual’s ability to represent the community’s interests and to provide expertise, input, and oversight of the services that form the mission of Lamprey Health Care.



BOARD OF DIRECTORS

Frank Goodspeed
President/Chair

Arvind Ranade
Vice President

Thomas ‘Chris’ Drew
Treasurer

Laura Valencia
Secretary

Audrey Ashton-Savage
Immediate Past Chair

Michelle Boom

James Brewer

Raymond Goodman, III

Todd J Hathaway

Carol LaCross

Andrea Laskey

Mark Marandola

Michael Reinke

Samantha Stamas

Wilberto Torres

Our Mission

To provide high quality primary medical care and health related services, with an emphasis on prevention and lifestyle management, to all individuals regardless of ability to pay.



Our Locations

- **NASHUA CENTER**
22 PROSPECT STREET, NASHUA, NH 03060
603-883-1626
- **NEWMARKET CENTER**
207 SOUTH MAIN STREET, NEWMARKET, NH 03857
603-659-3106
- **RAYMOND CENTER**
128 ROUTE 27, RAYMOND, NH 03077
603-895-3351

Our Partners

- **HEALTHY TOGETHER**
CENTER FOR LIFE MANAGEMENT
10 TSIENNETO ROAD, DERRY, NH 03038
603-434-1577
- **INTEGRATE HEALTH**
GREATER NASHUA MENTAL HEALTH
7 PROSPECT STREET, NASHUA, NH 03060
603-402-1501
- **NASHUA SOUP KITCHEN & SHELTER**
35 SPRING STREET, NASHUA, NH 03060
603-889-7770

Mobile Health

- **DEERFIELD TOWN OFFICES, DEERFIELD, NH**
- **FAMILY PROMISE, NASHUA, NH**
- **NASHUA SOUP KITCHEN, NASHUA, NH**
- **SHARE OUTREACH, MILFORD, NH**
- **STEPPING STONES, NASHUA, NH**

Our Awards

Lamprey Health Care was pleased to be awarded the Community Health Quality Recognition (CHQR) - Health Center Quality Leader (HCQL) GOLD LEVEL badge for 2022 from the Health Resources & Services Administration (HRSA.) This is awarded to the top 10% of all health centers nationally achieving the best overall clinical quality measurement performance.

Additionally, Lamprey Health Care was the only health center in New Hampshire to achieve this recognition.

The Health Resources & Services Administration (HRSA) provides equitable health care to the nation's highest-need communities. Their programs support people with low incomes, people with HIV, pregnant people, children, parents, rural communities, transplant patients, and the health workforce.

In addition to the GOLD LEVEL badge, Lamprey Health Care received awards for Advancing HIT (Health Information Technology) For Quality, Addressing Social Risk Factors (increase the percentage of patients who received enabling services

between the last two UDS reporting years), COVID-19 Public Health Champion (top 10% of health centers providing COVID-19 vaccinations or testing to the largest percentage of patients), and PCMH (Patient-Centered Medical Home.)



NH HEALTHCARE HEROES RECOGNIZED

Stacy Dionne

The NH Healthcare Heroes effort recognized the dedication, courage, and commitment of 7 professionals in the healthcare community. Winners were honored during pinning ceremonies with each of their employees. Stacy Dionne, Clinical Nurse Manager at our Raymond Center, was the Seacoast Region Winner. Congratulations, Stacy!



MCBEAN-LITTLE DIABETES EDUCATOR OF THE YEAR

Tracy Tinker

Tracy Tinker, Certified Diabetes Care and Education Specialist (CDCES), was awarded the McBean-Little Diabetes Educator of the Year award, voted on by her peers, and given in recognition of her outstanding contribution to diabetes care and education in New Hampshire.



NON-PROFIT OF THE YEAR

Exeter Chamber of Commerce

In May, 2022 Lamprey Health Care was recognized as the Exeter Area Chamber of Commerce Non-Profit of the Year.

COUNTY CHAMPION BIG TREE

In April 2022, we were informed the White Oak tree at the Newmarket Center (between Lamprey Health Care and the Newmarket High School) achieved the new title of Rockingham County Champion White Oak by the NH Big Tree Program and is the largest reported specimen of its species growing in the county.

The Quercus alba (White Oak) officially measured on March 14, 2022 at:

- Height: 55 feet
- Average Crown Spread: 118 feet
- Total Points: 272
- Circumference: 187 inches



County Champion Big Tree

Our Programs



NP FELLOWSHIP PROGRAM

Lamprey Health Care's strategic plan includes commitments to workforce development, building partnerships, and a focus on quality of care. The Lamprey Health Care 1-Year Family Nurse Practitioner Fellowship Program embraces these goals in its mission to build confident and competent Family Nurse Practitioners and prepare them to practice in a patient-centered primary care medical home.

Selected fellows are full-time employees with benefits at Lamprey Health Care. Fellows are certified and credentialed members of the clinical team.



MEDICAL ASSISTANT TRAINING PROGRAM

Lamprey Health Care partnered with Great Bay Community College to create a Medical Assistant Training Program. The paid Medical Assistant training program includes 8 weeks of classroom training with Great Bay Community College and 4 weeks of clinical internship with Lamprey Health Care.

Successful completion of this program requires passing a final exam and showing competency in selected skills. The clinical internship includes 4 weeks of training under the direct supervision of the Clinical Nurse Manager and a preceptor/mentor.



TEEN CLINIC PROGRAM IN NASHUA

A drop-in, confidential, Teen Clinic every Wednesday for teens aged 14 to 19.

Lamprey Health Care's Nashua Center offers a drop-in Teen Clinic every Wednesday for teens aged 14 to 19. The goal of the Teen Clinic is to prevent disease, provide confidential, reliable health information, and encourage teens to continue taking care of their health.

- reproductive health exams
- testing and counseling
- reproductive health information

Southern New Hampshire Area Health Education Center

Southern New Hampshire Area Health Education Center is an accredited provider of continuing education. We strive to provide learning opportunities for health professionals and community members on a wide variety of topics.

www.snhahcec.org

Seacoast Public Health Network

The mission of the Seacoast Public Health Network (SPHN) is to strengthen public health partnerships in emergency preparedness, community health, and substance misuse prevention in order to better serve our communities. Two primary roles of the SPHN are to coordinate regional planning and to develop networks of effective action to support that mission.

The Seacoast Public Health network became a program of Lamprey Health Care in July 2015, two years after the state merged the work of Substance Misuse Prevention Networks with Public Health Emergency Preparedness networks. We are one of 13 public health regions in the state. SPHN serve the 23 towns that make up Eastern Rockingham County.

www.seacoastphn.org



OTHER SPECIAL PROGRAMS INCLUDE "THE BREAST & CERVICAL CANCER PROGRAM (BCCP)" THAT OFFERS FREE BREAST AND CERVICAL CANCER SCREENING AND DIAGNOSTIC TESTING, AND "NH HEALTHY LIVES" PROGRAM PROMOTING A HEALTHY HEART.

YEAR ENDING DECEMBER 31, 2022

Our Patients

Location

40

Our patients come from 40 communities in Rockingham, Hillsborough, and parts of Strafford Counties.

Federal Poverty Level

75%

Approximately 75% of our patients are at or below 200% of the Federal poverty level. (\$27,180 for a household of one.)

Uninsured

12%

In 2022, aggregating figures from all three Centers showed 12% were uninsured. However, in the Nashua Center, 28% of patients were uninsured.



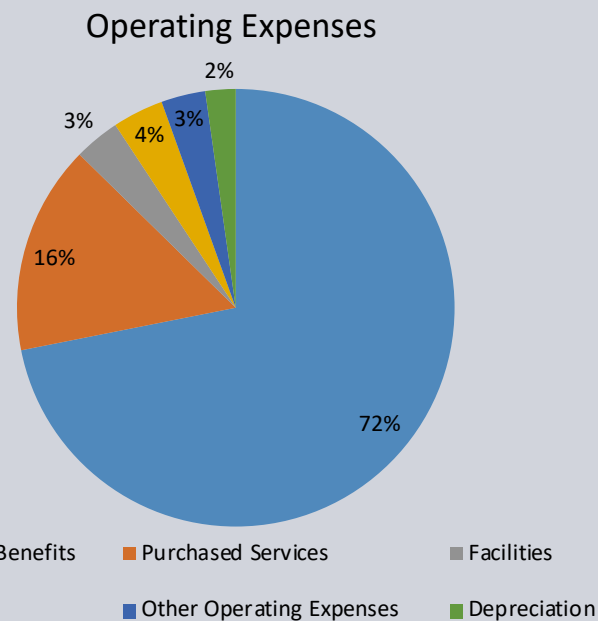
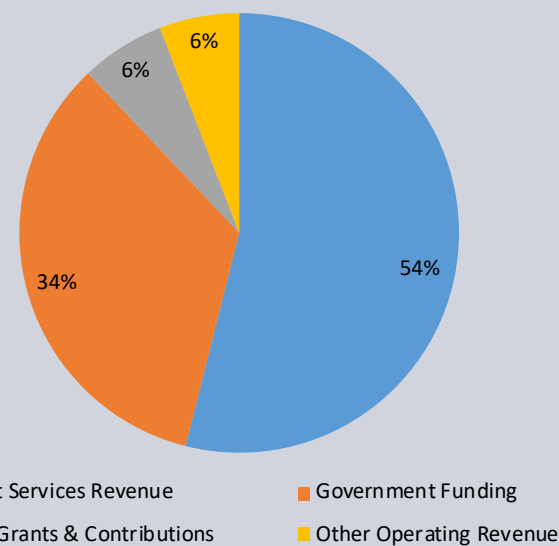
NUMBERS SERVED

4,873	Patients covered by Medicaid
2,515	Patients covered by Medicare
6,445	Patients covered by private insurance
1,946	Patients who were uninsured
15,719	Total patients served
63,669	Total patient visits
1,360	Patients receiving Mental Health & Substance Use Disorder Treatment
345	Patients receiving Prenatal Care
1,604	Patients receiving diabetes education and treatment
528	Patients receiving Asthma Care Management
1,018	Case Management visits
758	Patients without stable housing receiving health & care management services
415	Veterans receiving health care and care management services



Our Financial Statement

Audited



FISCAL YEAR ENDING SEPTEMBER 30, 2022

REVENUE	2022
FEES FOR SERVICES PROVIDED	
Net Patient Service Revenue	\$ 11,411,657
GOVERNMENT FUNDING	
Federal	5,433,825
State	1,699,007
Local	63,713
MISCELLANEOUS	
Other Operating Revenue	1,218,818
Interest and Investments	23,493
TOTAL REVENUE	\$ 21,160,599
EXPENSE	
Salaries, Wages, and Benefits	\$ 14,966,756
Purchased Services	3,219,637
Facilities	703,288
Supplies	785,520
Other Operating Expenses	680,086
Depreciation	465,622
Interest	93,271
TOTAL EXPENSES	\$ 20,914,180
EXCESS OF REVENUE OVER EXPENSES	\$ 246,419

SOURCES OF FUNDING: LAMPREY HEALTH CARE RECEIVES FUNDING FROM A VARIETY OF SOURCES, INCLUDING:

Federal, state, and local government grants; donations from businesses and individuals; Medicaid; Medicare; private insurances; patient fees; private foundations

THANK YOU TO THE FOLLOWING COMMUNITIES FOR THEIR SUPPORT:

Amherst, Atkinson, Auburn, Brookline, Candia, Danville, Deerfield, Durham, Epping, Exeter, Fremont, Greenville, Hampstead, Hampton, Hampton Falls, Hollis, Kingston, Lee, Merrimack, Newfields, Newmarket, Newton, Northwood, Nottingham, Plaistow, Raymond, Sandown, Wilton

THANK YOU TO THE FOLLOWING AGENCIES FOR THEIR SUPPORT:

Health Resources and Services Administration of the US Department of Health and Human Services (HRSA), NH Department of Health and Human Services, United States Treasury / Small Business Administration, Bi-State Primary Care Association, Community Health Access Network, New England Public Health Training Center, United Way of Greater Nashua, Endowment for Health, Granite State United Way, State of NH GOFERR, Rotary Club of Nashua West, Souhegan Valley Rotary Club, Raymond Area Rotary Club, Northeastern VT AHEC, City of Manchester, City of Nashua, NH Charitable Foundation, Greater Nashua Mental Health, Dartmouth Hitchcock, Boston University, Dartmouth College, New York University, Rivier University, University of New England

Our 50th Anniversary



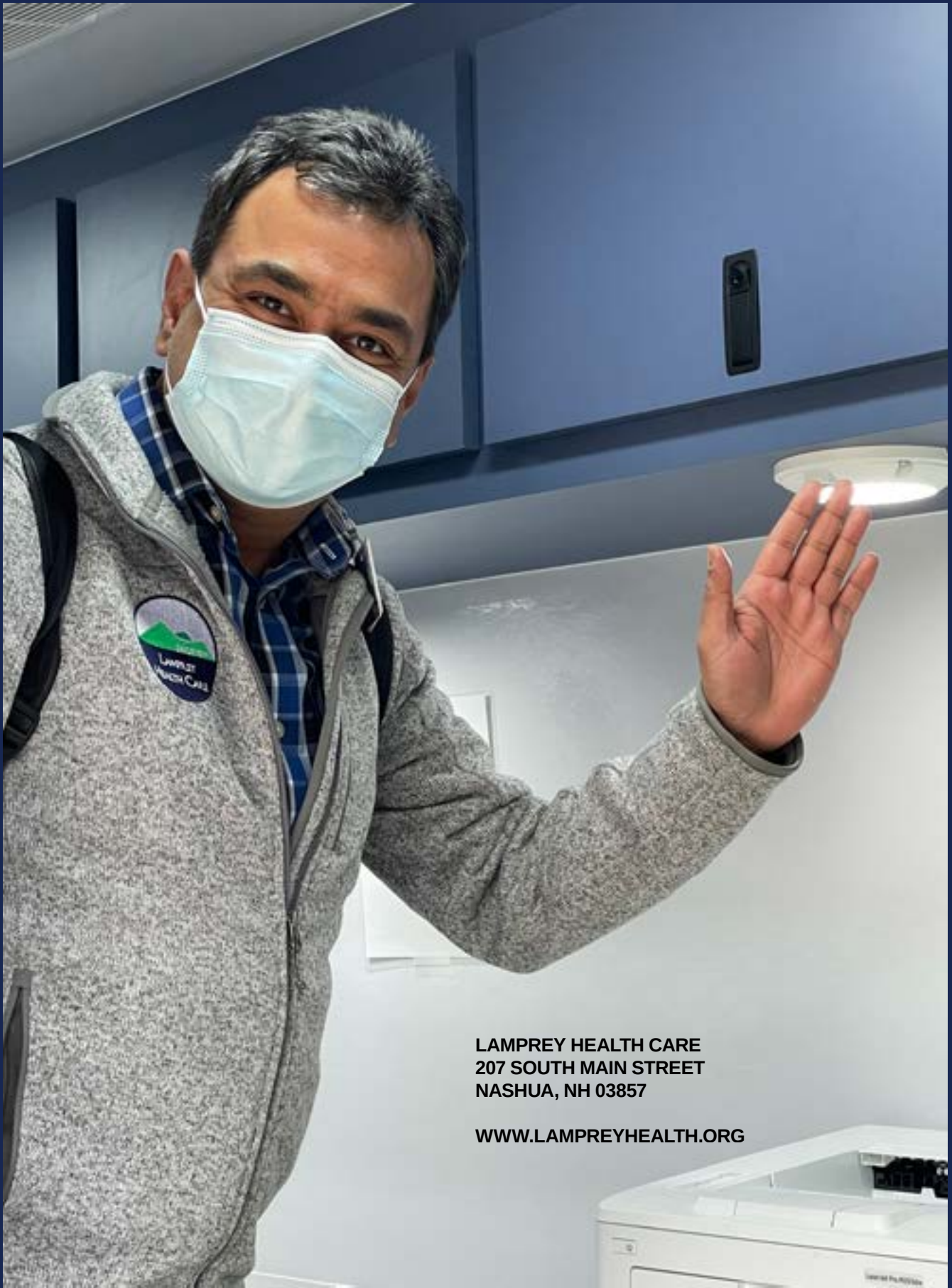
CELEBRATING LAMPREY HEALTH CARE
"MORE THAN 50 YEARS IN THE MAKING"



We were finally able to safely gather to celebrate the 50th Anniversary of Lamprey Health Care. Smaller events and Open Houses throughout the year at each Center allowed us to celebrate with our patients and partners. Special commemorative events such as the 50 Miles in 50 Days virtual run/walk challenge prompted folks to start a healthy habit. The "Where Will Good Health Take You" photo challenge featured many of our staff taking pictures in locations all over the world with their branded water bottle.

Celebrations culminated with a Masquerade Gala in Portsmouth, NH where patients, friends, staff, retired providers, and our board reflected on our rich history of providing essential services to our communities.





LAMPREY HEALTH CARE
207 SOUTH MAIN STREET
NASHUA, NH 03857

WWW.LAMPREYHEALTH.ORG