

SOPHISTICATED CARE. NEIGHBORLY COMPASSION.

2022 ANNUAL REPORT TO OUR COMMUNITY





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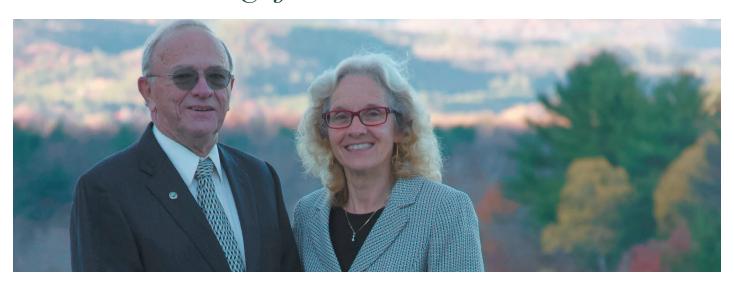
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ANNUAL REPORT

A Message from the CEO & Board Chair



Expertise and genuinely caring relationships—that is what people in our surrounding communities told us matters most to them in a research study Speare conducted this past year. The findings highlighted that those two factors are where Speare shines.

In fiscal year '22, we focused on these community priorities, creating an authentic patient-centered brand promise that not only appeals to our patients and community but is one that they know to be true; we provide: SOPHISTICATED CARE. NEIGHBORLY **COMPASSION.** This we promise to all we serve. Speare is dedicated to saving lives with technical advancements, highly experienced medical providers, and genuinely compassionate care.

The stories in this annual report highlight just a few of the many experiences our patients have benefited from as we live up to that brand promise. You will read about our acquisition of cutting-edge equipment and how deeply our team cares for each patient, like a neighbor, and how much that matters to those we serve.

This past year our departments have earned certifications only bestowed upon those with proven success and knowledge. Our cardiopulmonary department successfully earned its certification for another three years, and our lab earned accreditation through the most stringent clinical laboratory inspection process in the nation. We have upgraded our imaging technology to include a fully digital

radiology suite and a new, wider MRI unit to accommodate claustrophobic or larger patients with ease and comfort. Our radiology capabilities surpass any other in our area. We offer cutting-edge surgery like anterior hip, and our emergency department is equipped with top-of-the-line ultrasound. You will read about how our cardiac testing capabilities have been upgraded to the latest technology. All of this is sophisticated care.

As hospitals nationwide are forced to make gut-wrenching cuts and closures, Speare continues to grow. While rural hospitals have been closing their maternity wards throughout New Hampshire, Speare has been happily delivering more and more babies, making it the preferred choice of women in central New Hampshire.

People have a choice about which hospital they go to. The experiences our patients and their families have at Speare distinguish us from other hospitals. After reading through this publication, we hope you will see why Speare is that choice for so many.

Your confidence and commitment to your local hospital inspires us and keeps us focused on what is important – local access to high-quality care. •

MICHELLE MCEWEN, FACHE, CPA

President & CEO

CHIEF MEDICAL OFFICER'S REPORT

THERE IS A RUGGEDNESS THAT IS NEEDED TO LIVE IN NORTHERN NEW ENGLAND.

There is a ruggedness that is needed to live in northern New England, and we see this in some of the older folks who have lived in these mountains for decades.

But there is also a collective camaraderie found in these small New Hampshire towns ... neighbors helping neighbors through tough times. I have heard stories of neighbors giving away eggs to assist a neighbor in a pinch while making banana bread, or upon admiring a blackberry bush, the neighbor says, "pick as many as you can, and make your family a pie tonight". These are examples of attributes of good neighbors – they know us and want what's best for us.

The staff at Speare are also your neighbors and want

to provide you and your family with the kind of compassionate care you would find in a good neighbor. We are invested in your well-being, with every employee in every department working together to meet your unique needs and place you at the center of our attention. You can feel this with the warm welcome on the phone and the gentle hello that greets you at each visit.

In addition to neighborly compassion, Speare's medical providers have exceptional expertise to share with the community.

This past year Speare implemented a new electronic medical record. It will continue to be integrated with both the hospital and Speare's physician practices but

Read More

offers additional functionality. An expanded patient portal will allow you better access to both your results and your provider. In addition, the new system provides enhanced telemedicine capability, allowing you a doctor's visit from your home. A population health module will enable our practices to better assist you in managing chronic illness and maintaining wellness. We are excited to unleash the full potential of this new technology to better support your health.

Speare's colonoscopy team has added an artificial intelligence-enhanced technology into the endoscopy system. This computer-aided polyp detection system, powered by AI, increases tumor detection rate by 14.4% over high-resolution colonoscopy alone, and Speare is the first endoscopy program in NH to use this new technology.

In the operating room, Dr. Elizabeth Disney joined Plymouth OB/GYN this past year and brought with her a new surgical approach to hysterectomy. The total laparoscopic hysterectomy allows her to complete this major operation through 4 small abdominal incisions, each less than half an inch long. Because the incisions are small, recovery is easier, and many patients leave the hospital the same day, allowing recovery in the comfort of their homes.

The bariatric team (surgical weight loss) at Speare offers the latest minimally invasive surgical approaches to obesity. The program has helped people lose over 430 pounds in the past year. Surgical weight loss can improve hypertension, diabetes, high cholesterol, and joint pain, among other chronic medical conditions associated with obesity. These state-of-



"The staff at Speare want to provide you and your family with the kind of compassionate care you would find in a good neighbor."

the-art techniques are located in the convenience of your neighborhood.

Our anesthesia department has taken surgical recovery to the next level in the past year. Patients scheduled for hip, knee, and shoulder replacements are provided ultrasound-guided regional anesthesia before surgery and are then kept comfortable with sedation. This approach to anesthesia means our patients are given no narcotics throughout the procedure, decreasing post-operative nausea and sedation common with opiate use. This form of anesthesia also allows for earlier physical therapy evaluation and hospital discharge, leading to a lower cost. Our patients are being discharged faster and without pain. This level of sophistication rivals that found in major academic medical centers.

Physicians are increasingly using bedside ultrasound in our emergency room to make timely diagnoses and initiate treatment sooner. Our measured time from emergency department arrival to discharge is consistently shorter than national and state averages, indicative of the expertise found among our ED doctors and nurses.

We are excited to grow this year and continue bringing the latest in medical advancements to you, our neighbors. •

JOSEPH EBNER, MD Chief Medical Officer



SERVICES

It was ten years ago...

OB AND SARA Rothschild had their suitcases packed in anticipation of their flight to Africa the next day, on Bob's birthday. Bob decided to take care of one last chore – cleaning the leaves from a drainage ditch around their home. As he tossed the last load into his truck, a sudden pain shot through his chest. It passed quickly, so he continued to the dump. It was there that Bob realized he was in trouble. The pain was much worse.

He made it home, telling his wife Sara that something was wrong. A retired nurse, it took Sara no time to recognize the signs.

"I didn't want Bob to know I was upset, so I didn't say the word heart attack to him," she says. Instead, she replied, "Let's just get you checked out before the trip."

Bob was in Speare's emergency department before Sara had parked the car. The ED team immediately went to work, stabilizing Bob and determining that he indeed had a heart attack.

"I felt confident from the beginning," says Sara. "As a nurse, I was observing everything. They explained everything, not just to Bob, but to me too. I get emotion-

al talking about it. You don't know until you have something like this happen how much you depend on other people to help. But everyone we encountered was so nice – they were just terrific."

It was determined that Bob should be transferred to Catholic Medical Center, where Speare has partnered with the New England Heart & Vascular Institute for years. The medical director of Speare's cardiac program is a CMC cardiologist.

"Speare saved my life," says Bob, who learned that he had a LAD – a massive heart attack occurring when his left anterior descending artery became almost completely blocked.



It is commonly known as the "widow maker" because of its low survival rate.

Meeting Bob, it's no surprise that he beat the odds. Their trip to Africa was not for vacation; they were returning to the Robert and Sara Rothschild Family Foundation, a private nonprofit they established to support worthy philanthropic projects.

"Luckily, it happened while we were home," says Bob. "If we were on the plane, this would be a different story."

After receiving a stent on his birthday, Bob returned home and began Speare's cardiac rehab program - a medically prescribed and supervised program that

FROM PATIENT DONOR.

PHOTO (L-R): Sara Rothschild, Craig Johnson, Bob Rothschild.

individuals with particular cardiac diagnoses attend three times a week. Participants wear a portable heart monitor throughout the sessions to monitor their heart rate and rhythm.

"That's where I met Craig and Rachel," says Bob. Craig Johnson is an exercise physiologist in the cardiopulmonary department at Speare, and Rachel Currier is a cardiac sonographer. Bob continues, "I started out barely able to do anything and worked my way back. It was a very good program and helped a lot."

Speare's cardiology lab diagnoses all types of heart disease and is depended upon by hospitals and physicians across the region and country; often, patients are visiting the area and go to the ED with chest pains that need to be diagnosed. In the ten years since Bob's heart attack, it was time for a new cardiac stress testing system - a new portable heart monitor to run all diagnostic exams through.

And that's where Bob re-enters the story. He says the care he received at Speare was excellent, true to the good reputation the hospital has earned, and there was no question about what he would do next.

"When somebody saves your life, you want to be helpful if you can," says Bob. And so earlier this year, he and Sara made a donation structured to be matched by Speare staff and community members. "I suggested they talk to Craig for input on how the donation could best be used." And Craig knew just the thing, a new cardiac stress testing system. More than enough funds were raised, and the cardiology lab is now equipped with the new system.

"I love it," says Craig. "The wireless technology is incredible. The readings for medical providers to diagnose cardiac disease are far superior, and the patients are much more engaged with the touch screens and freedom to move about during their sessions. Everyone is getting a much better product."

The system is electronically connected to CMC, and Speare inpatients can get results within an hour and outpatients within 24 hours.

"Bob is a really nice guy and great patient," says Craig. "He is very appreciative of everything we do here, and we can't thank him and the matching donors enough." •

SURGICAL SERVICES

YOU DON'T HAVE TO TRAVEL FOR ADVANCED SURGERY, IT'S HERE AT HOME.



A **Patient's Story** About Neighborly Care.

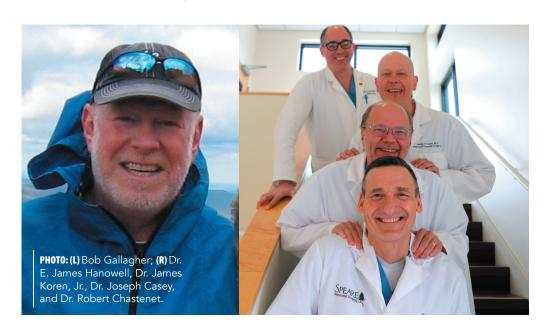
Bob Gallagher Thornton, NH

want to thank the team of Dr. Hanowell for exceptional care. I have been a patient of Plymouth General Surgery in the past. Specifically, with great care from Dr. Joseph Casey and his team. I had a number of colonoscopies over the years. I learned of Dr. Hanowell in a July 2022 Health Beat newsletter. I had hernia surgery at another NH hospital in May 2021 when they repaired 4 hernias (2 on the left and 2 on the right) using laparoscopic surgery. In January of 2022 I knew something was wrong and went back to my surgeon. I had a CT scan confirming I had

Fast forward to the July 2022 Health Beat Newsletter where I saw that Plymouth General Surgery has two doctors that specialize in COMPLEX HERNIA REPAIR. I knew I had to talk to one of them. My hernia was impacting my quality of life. Within days of calling Plymouth General Surgery for an appointment I was able to consult with Dr. Hanowell. He told me what I already knew. My left hernia was big and should be repaired sooner rather than later. My surgery was scheduled within two weeks of my office visit.

another hernia and met with the doctor. I decided that I wanted another opinion.

"My care team at Speare Memorial Hospital was exceptional. I knew I made the right decision and was safe from the moment I entered."



My care team at Speare Memorial Hospital was exceptional. I want you to know Dr. Hanowell's surgical team and my pre- and post-operation care team treated me with respect, kindness, and professionalism. I knew I made the right decision and was safe from the moment I entered the hospital. I am happy that my surgery was successful, and my recovery smooth.

I cannot thank Dr. Hanowell and his team enough for the care I was given. From the follow-up phone calls to the surprising handwritten note I got in the mail from the Surgical Services team. My care at Speare was truly exceptional. •

PATIENT STORIES

Anne Wright Received a Custom Knee Replacement at Speare

ANNE WRIGHT THOUGHT SHE

could overcome her worsening knee pain with over-the-counter remedies, braces, creams, and willpower – until she couldn't. A physically active 78-year-old with a lifelong penchant for running and exercise, Anne came to realize that she needed medical assistance for her knee pain.

"Over the last several years, my left knee was starting to make running and exercise difficult until, eventually, I couldn't do either at all," says Anne. "There was a constant jabbing pain in my knee. I couldn't do things I'd done my whole life. I couldn't go upstairs, kneel, or squat, and I'd wake in the night if I moved wrong in my sleep. Over time it just got worse and worse."

Her doctor at Speare Primary Care referred her to Dr. Burns, a Concord Orthopaedics physician who sees patients locally at Plymouth Orthopedics & Sports Medicine and performs surgery at Speare. After reviewing Anne's X-rays and MRI results, the cause of her pain was apparent to Dr. **Burns.** Over the years, the protective cartilage that acts as a cushion between the bones on the surface of her knee had worn away, leaving her bones to rub against each other, causing joint damage and great pain.

"The longer you live with ongoing pain and stiffness," says Dr. Burns, "the more wear and tear you put on your knees and the less you can enjoy life the way you were once able."





Studies have shown that 90% of patients who would benefit from knee replacement surgery wait too long. Anne counts herself as one of them.

"I was leery about knee replacement surgery at my age," says Anne, "but my immobility is what spurred me to consider it." She says it was remarkable how nobody at Speare pushed her into having the surgery. "They were so patient and good about letting me come to this decision on my own."



When Anne decided to have the total knee replacement, she was happy to learn that she wouldn't have to travel for her surgery; it could be done at Speare.

"I love getting all of my healthcare at Speare – from blood draws and COVID testing to colonoscopies and cataract surgery," says Anne. "When my husband Steve and I walk into the building, everyone remembers us and greets us like friends. From registration to surgical services, it's a great atmosphere, and we really like it."

Dr. Burns explained to Anne that she could have a standard knee replacement or a customized knee replacement designed to fit her. Anne opted for the customized option because of her small stature (4'11").

The Stryker Triathlon AS-1 knee employs a new technology to create surgical instruments that precisely fit each patient's unique

anatomy while assisting the surgeon in implanting the knee.

Anne says that before the surgery, Dr. Burns explained everything to her, letting her know what would happen, what she would need to do after the surgery, and how to take care of herself.

"I just love Dr. Burns," says Anne. "He really listened to everything I had to say. He got to know me and what was important to me, personally."

The surgery went smoothly, and Anne reports that her pain was gone immediately afterward.

"I feel so much better physically, and mentally, now that this is done," says Anne. "It was a wonderful experience, and I am really happy that I decided to do it. I am mobile again. I can climb stairs, squat, sit for long lengths of time, and exercise."



Anne had the surgery on Monday, April 18th, and was in physical therapy at Speare's Choice PT that Friday, where she continues to make significant improvements on her journey back to the active person she once was.

"Age shouldn't prohibit a person from getting a knee replacement," says Anne. "All the pain that was bothering me has been disappearing. I am back to doing things I haven't been able to for years." ◆

NEW PROVIDERS

OUR COMMUNITY HAS GREATLY BENEFITED FROM THE NEW MEDICAL **PROVIDERS** WHO JOINED SPEARE



Cristian Badau, MD

Speare Primary Care

Board-certified by the American Board of Internal Medicine, Dr. Badau is highly experienced, having worked at Dartmouth-Hitchcock in Concord for the past seventeen years. Dr. Badau earned his medical degree from Timisoara University of Medicine and Pharmacy in Romania, where he was awarded the highest score and honors for his final thesis. He then completed his internal medicine internship and residency at Our Lady of Mercy Medical Center in the Bronx, New York.



Reda Benhorma, MD

Speare Hospitalist

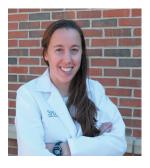
Dr. Benhorma joined Speare as a hospitalist, specializing in providing medical care exclusively to in-patients at the hospital. After earning his medical degree at the University of Algiers Faculty of Medical Sciences in Algeria, Dr. Benhorma completed his internal medicine internship and residency at the Bronx-Lebanon Hospital Center in New York City, one of the busiest hospitals in New York. There he trained under renowned faculty members.



Sarah K. Campbell, APRN

Speare Hospitalist Nurse

Sarah is board-certified by the American Nurses Credentialing Center. Following her bachelor's degree from the University of New Hampshire, Sarah earned her master's degree in nursing from the Massachusetts General Hospital Institute of Health Professions in Boston. She also earned a master's degree in management from MIT. Sarah provides comprehensive care to Speare's inpatients and manages patient flow through the hospital to benefit the overall patient experience.



Elizabeth A. Disney, MD

Plymouth OB/GYN

Board-certified in obstetrics and gynecology, Dr. Disney is committed to being a trusted health partner for women of all ages. After attaining her bachelor's degree in biochemistry, cum laude, at Colby College, Dr. Disney earned her medical degree from the Geisel School of Medicine at Dartmouth. She completed her residency in OB/GYN at the University of Utah, where she received awards and honors for her work in research.



Tristan Wihbey, MD

Speare Emergency Department

Dr. Wihbey is board-certified in the specialty of emergency medicine. After earning his bachelor's degree in biology at Franklin & Marshall College in Lancaster, PA, he earned his medical degree at the Perelman School of Medicine at the University of Pennsylvania in Philadelphia. Dr. Wihbey completed his emergency medicine residency at Dartmouth Hitchcock Medical Center and is a diplomate of the American Board of Emergency Medicine.

These caregivers are a tremendous asset to our teams, from physician practices and the hospital to urgent and emergency care. They embrace our mission to work together to serve the needs of our patients and community while embodying our values of kindness, collaboration, patient and family centeredness, safety, excellence, efficiency, and professionalism.

FINANCIAL

peare ended Fiscal Year 2022 (ending June 30, 2022) in a favorable financial position due to more substantial volumes and leveraging additional Coronavirus Aid, Relief, and Economic Security Act (CARES Act) funds to offset COVID-related expenses. Unfortunately, the markets took a significant dip, resulting in unrealized losses on investments; therefore, net assets without donor restrictions decreased by \$1.045 million (MM). Speare also experienced several challenges in FY22, including staffing shortages, supply chain disruptions, and inflation, all while implementing a new Electronic Health Record (EHR).

Among the priorities for Speare in FY23 are the completion of our new urgent care facility and specialty clinic to bring

Continued >>

S	umn	nary	of	Patient	Ser	vices
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For the fiscal year ending June 30		2021	2022
Totals:			
Emer	gency Room Visits	10,694	13,464
Med	Check Urgent Care	9,881	13,779
Surgi	cal Services Patients	1,832	1,866
	cal & Occupational py Treatments	27,277	24,773
Laboi	ratory Tests	206,468	149,304
Radio	ology Exams	22,665	25,082
Onco	logy	3,232	3,135
Total	Observation Days	935	1,385
Total	Inpatient Days	4,346	4,712
Physic	cian Practice Visits	33,316	35,497

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For the fiscal year ending June 30)	
(in thousands of dollars)	2021	2022
ASSETS		
Total Current Assets	53,762	50,192
Total Other Assets	3,352	3,530
Assets Limited	29,624	26,122
Net Property & Equipment	22,171	22,949
TOTAL ASSETS	108,507	102,794
LIABILITIES		
Total Current Liabilities	31,711	28,451
Total Noncurrent Liabilities	15,254	13,644
Total Liabilities	46,966	42,095
TOTAL NET ASSETS	61,541	60,698
TOTAL LIABILITIES & NET ASSETS	108,507	102,794

Balance Sheet: Speare's total assets decreased from the prior fiscal year by \$5.7MM. Shifts within Speare's total assets included cash investments in capital projects, including a new electronic health record (EHR). The organization had working capital of \$21,741,000 and \$22,051,509 on June 30, 2022 and 2021, respectively. Speare's average days of cash and cash equivalents on hand (based on normal expenditures) were 158 and 204 on June 30, 2022 and 2021, respectively. In FY22, Speare spent slightly over \$3MM on the EHR system, budgeted at over \$5.3MM. Speare spent little cash in FY22 for the EHR project, as the final cost was nearly \$500,000 under budget. In response to the COVID-19 pandemic, the Centers for Medicare and Medicaid Services provided access to an accelerated and advance payment program for Medicare providers. Essentially this is a loan from Medicare, which is paid back through the payments Medicare would typically pay the hospital. Speare received \$8.2MM of advance payments during FY21 and paid back \$2.1MM in FY22. Lastly, Speare purchased property from operating cash for a new urgent care clinic and specialty office to be located in Meredith, NH.



OB/GYN, general surgery, and pediatric care to the Meredith region and the enhanced optimization of our new EHR system to better support our community and patients. Future initiatives for Speare include relocation of our pediatrics practice, expansion of our operating rooms, and improvements in our emergency department to better treat our mental health patients and community. •

Travis Boucher, MBA Chief Financial Officer

Statement of Operations: The overall growth in volume increased operating total net revenue from \$76MM in FY21 to \$78MM in FY22. Of the \$78MM, \$1MM was CARES Act funding, primarily used to provide retention bonuses to mitigate staffing shortages. Speare continues to leverage the CARES Act funds to help reimburse COVID-related expenses and lost revenues attributable to COVID. All NH hospitals pay an annual Medicaid Enhancement Tax (MET), which helps provide additional Disproportionate Share Hospital (DSH) funding. DSH funding from the state helps offset unreimbursed costs from Medicaid and uninsured patients. Speare paid \$2.8MM in MET and received \$4.3MM in DSH funding. Expenses increased from \$68.1MM in FY21 to \$75.2MM in FY22 due to the challenges previously identified. Ultimately, Speare ended operations with a net gain of \$2.9MM. Non-operating losses, primarily losses on investments, resulted in a bottom-line loss of \$1.083MM.

Statement of Operations

the fiscal year ending June 30 (in thousands of doll	ars) 2021	2022
als Net Revenue from Operations	76,389	78,115
Impact of Medicare DSH Payments	3,208	4,287
Impact of DHHS Stimulus Revenue	1,510	1,045
Impact Payroll Protection Program	5,489	N/A
penditures for:		
Wages, Contract Staff & Physician Fees	33,157	37,189
Employee Benefits	7,516	7,477
Supplies, Utilities, Insurance & Other Expenses	21,672	24,586
Medicaid Enhancement Tax	2,283	2,755
Depreciation on Buildings & Equipment	3,135	2,850
Interest on Debt	363	332
Total Funds Paid Out	68,126	75,189
Net Income from Operations	8,263	2,926
n-operating:		
Net Investment Income	5,576	(4,066)
Unrestricted Donor Contributions	241	209
Other Non-operating Income/Expense	9	(152)
Net Non-operating Income	5,826	(4,009)
Excess of Revenues and Other Support Over Expenses	14,089	(1,083)
Net Assets Released from Restrictions for Capital Expenditures	200	38
Increase in Net Assets Without Donor Restrictions	14,289	(1,045)

QUALITY REPORT

PEOPLE WANT PERSONALIZED CARE AND A GENUINELY CARING RELATIONSHIP.

Everyone has the choice of where they receive their healthcare services. When we embarked on our community survey last year, we wanted to learn what made an exceptional healthcare experience. What we heard is that people want personalized care and a genuinely caring relationship with our medical providers. They also expect their healthcare provider to provide clinical expertise and high-quality, safe care.

For this reason, we prioritize the patient experience. We take great strides to ensure that each interaction our patients and their families have with Speare meets their healthcare and personal needs. We provide our community with the expertise of many specialists and our commitment to providing the right care at the right time every time. We closely monitor that patient care is delivered safely, with compassion and professionalism.

From a clinical perspective, we monitor, investigate, and address care complications that may arise.

Although there are known complications that can happen with any procedure, our goal is to reduce the chance of any such complications occurring. This past year, we successfully reduced care complications by 14%. We also focus on each readmission, seeking to understand what we could have done better to have avoided the readmission. Our attention to discharge education and patient callbacks helped us achieve a 19% reduction in readmissions.

From the patient's perspective, we monitor the feedback they offer us through our patient experience surveys. Their ratings of the various questions and comments are used to identify our opportunities for improvement.



"The care that I received in the Speare Memorial Hospital **Emergency Department was** emergency medicine in its finest hour."

SPEARE PATIENT

STATISTICS **IN FY22 SPEARE REDUCED CARE COMPLICATIONS** 14%



One telling question is how patients rate their overall experience. More than 73% of our patients rated Speare a 9 or 10, a remarkable result during a pandemic. This exceeds the average ratings of NH and national hospitals.

Comments provided by patients illustrate that we are providing that "neighborly compassion" that they want and expect from their healthcare provider.

Better patient experiences are linked to greater patient safety and improved clinical outcomes. By involving patients in their care and not merely caring for them, we respect their individual wishes and treat them with dignity and respect. That relationship is based upon trust, which comes from open and honest communication and seeing our patients as individuals rather than medical diagnoses. •

"You all were exceptionally human, caring, friendly, and personable! I am grateful."

Generous Donors

The list on the following pages represents donations received in Fiscal Year 2022







If you would like more information about making a gift to Speare Memorial Hospital, please contact the Development Office at (603) 238-2211 or at ccallnan@spearehospital.com.

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Member

\$500 to \$999

Anonymous (4)

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"When my husband Steve and I walk into the building, everyone remembers us and greets us like friends. From registration to surgical services, it's a great atmosphere, and we really like it."

Anne Wright (see Anne's full story p.8)

Friend

Up to \$499

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