

New London Hospital— Providing Quality Healthcare for 90 years



New London Hospital is a 25-bed Critical Access Hospital with a 58-bed extended care unit, serving 32,000 people in the Kearsarge Lake Sunapee region. With a 90-year history of providing quality healthcare to the community, the hospital has deep roots in the area. It is also one of the largest employers in the region with 508 employees, most of whom live in the surrounding towns.

The last four years have brought significant growth and change to this small community hospital. A close relationship with Dartmouth-Hitchcock Medical Center (DHMC) brought a strong management team, led by Bruce P. King, CEO, to the

organization and also allows the hospital to attract many specialists to the community. In addition, the hospital became part of the Dartmouth-Hitchcock Alliance in 2005. Twenty-one of the 108 Medical Staff members are hospital-employed primary care providers, including internists, gynecologists and family practitioners, and the hospital also employs a hospitalist, two general surgeons, an anesthesiologist and two CRNA's, four emergency room physicians and a neurosurgeon. With a 7% annual growth rate in patient volume, the hospital is constantly reviewing provider panel size and adding new physicians when appropriate. Most recently their primary care providers were joined by three new colleagues, all of whom are originally from New Hampshire.

An example of the hospital's collaboration with Dartmouth-Hitchcock is the hospital's addition of a pre and postnatal program that allows women to obtain all their care locally with a DHMC obstetrician or midwife and deliver their babies at DHMC. For follow-up care The New London Pediatric Care Center, located a few miles from the hospital, is staffed by two pediatricians through a collaborative agreement with Children's Hospital at Dartmouth (ChAD).

Other special services offered at New London Hospital include Oncology, Coumadin Clinic, a Sleep Disorders Center, Mental Health Services, Cardiopulmonary Care, Sports Medicine, CT and MRI. Surgical services range from Orthopaedics, to Mobile Lithotripsy to Otolaryngology. These are all services added to the hospital over the past several years in response to needs identified by our medical staff and community members. The recent implementation of a new Healthcare Information System will enhance all of the services, especially as we add the electronic medical record component.

In FY 2006 the hospital achieved both its operating and non-operating budgets, which are the strongest financial results for the hospital in the past eight years. FY 2006 is also the third year in a row that the hospital has had a positive gain from operations. With gross patient service revenue projected at \$67 million in FY 2007, New London Hospital is on track to have a fourth successful year.

The future looks very promising for New London Hospital. The Board of Trustees recently approved the planning stage of a \$20 million renovation and expansion that will add new private patient rooms, convert current semi-private rooms to private rooms, construct a two-story hospital-attached office building for provider offices and rehabilitation services, and expand treatment and procedure rooms for specialty services. The hospital is in the quiet phase of a capital campaign and is well on its way to achieving its goal. The hospital filed its Certificate of Need with the state in October and eagerly awaits the review process.

FY 2006 brought many challenges and successes for New London Hospital and the coming years will build on the financial turnaround and growth of a very important community resource.

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