AT THE HEART OF HEALTH CARE FOR ALL.
The Virginia Health Care Foundation stands in the gap for the one million Virginians without health insurance. Often, people only see the organizations we support. The truth is, we are behind the scenes, always working, building, collaborating and making a difference where it matters most—at the heart of Virginia’s health care safety net.

Fact: Since 1992, we’ve invested nearly $28 million in Virginia’s health care safety net, increasing the number of providers from 33 to 194.
At the heart of medical care for uninsured Virginians.

For most people, there’s nothing scarier than becoming seriously ill. For the uninsured, it’s having nowhere to turn when they do.

**Fact:** Since 1992, VHCF grants have made more than 1.7 million patient visits possible.
Fact: Last year, VHCF grants provided 42,825 dental procedures valued at $2.6 million.

Community-based dental safety net sites
• = VHCF grant  • = Other

At the heart of much needed dental care.

Is there any pain more debilitating than a toothache?
For many uninsured Virginians, pain is not a short-term condition.
It’s a way of life.
At the heart of health insurance for children.

Thousands of Virginia families struggle when their kids get sick. Most don’t realize help is available.

Fact: 44,508 children have been enrolled in state-sponsored health insurance by VHCF grantees since 2000.

Outreach and enrollment initiatives

= VHCF grant
= Other
At the heart of lifesaving medicines for the chronically ill.

What good is a prescription if you can’t afford to fill it?
That’s the dilemma facing some of the sickest uninsured Virginians.

**Fact:** Over $555 million in free medications have helped more than 160,600 uninsured, chronically ill Virginians, thanks to *The Pharmacy Connection*, VHCF’s innovative software.
At the heart of expanding mental health services.

Nothing is more overwhelming than the dark despair of depression. Untreated, it devastates lives, careers, families and futures.

**Fact:** VHCF grants have brought mental health care to a third of the Virginia localities lacking it most.
VHCF Donors FY08

PREMIER PARTNERS
($300,000 and above)
Anthem Blue Cross and Blue Shield Foundation
Inova Health System
Williamsburg Community Health Foundation

Leadership Partners
($100,000 - $299,999)
Bon Secours Virginia
Carilion Clinic
Kaiser Permanente
logistiCare, Inc.
Riverside Health System Foundation
Sentara Healthcare

Distinguished Partners
($25,000 - $99,999)
AllianceImaging, Inc.
AMeRIGRoUP Foundation
BB&t Corporation
Delta Dental of Virginia
Anne W. Faszewski, CPA
HCA Virginia
owens&Minor
Patterson Dental - Richmond
Radiology Imaging Associates
Robins Foundation
Virginia Hospital & Healthcare Association

Supporting Partners
($7,500 - $24,999)
Capital One
Doral Dental, USA, LLC
ExxonMobil Corporation
Ellen McCoy Hall
InteCardia

Contributing Partners
($1,000 - $7,499)
Boehringer Ingelheim
Boehringer Ingelheim Pharmaceuticals, Inc.
Mr. & Mrs. E. Cabell Brandt
Bristol-Myers Squibb Company
CIGNA Foundation
Donald H. Clark
Community Memorial Healthcenter
Mr. & Mrs. Ben J. Davenport, Jr.
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Eli Lilly & Company
Mr. & Mrs. Charles K. Fox
Kester S. Freeman, Jr.
GlaxoSmithKline
The Honorable Elmon T. Gray
Susan F. Hammersack, PhD
Dr. & Mrs. John F. House
Dr. & Mrs. Clarion E. Johnson
The Honorable John H. Hager
Mr. & Mrs. Stephen E. Kitchen

Friends
(under $1,000)
Thomas A. Adams
in honor of Susan Gring
Kenneth Anderson
Jean Clary Bagley
Sandra Johnson Bailey
Mr. & Mrs. Donald P. Baker
Kevin G. Baskerville
Mr. & Mrs. Ivars Bemberis
Kimberly A. Bemberis
The Honorable Robert S. Bloxom
Sharon & Rob Brager
Raymond E. Brann, Jr.
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James Mason
Karen M. Levin
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The Honorable Jean W. Cunningham
Danhao Dang
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Beverly Drutt
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Manju Ganeriwala
Richard L. Grier
The Honorable John H. Hager
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Veronica K. Harris
Mr. & Mrs. Henry R. Holgate
in honor of Bert Hayes
Mr. & Mrs. S. Anderson Hughes
Earl E. Ihle, Jr.
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Mr. & Mrs. R. Walter Jones, IV
Kol Bio - Medical Instruments, Inc.
Mr. & Mrs. Thomas J. Kusiak
Nancy Langston
Ralph & Debbie Lattanzio
in honor of Dr. Clarion E. Johnson
Karen M. Levir
Reverend & Mrs. J. Fletcher Lowe, Jr.
James Mason
Lilia Mayer
Anne R. McCaffrey
Leigh B. Middleitch, Jr.
in memory of Dr. J. Thomas Hulvey
Angela F. Moody
Suzanne G. Moultier
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Special thanks to our public sector partners:
Virginia Department of Health
Virginia Department of Medical Assistance Services
Virginia Department of Social Services

Please remember VHCF in your workplace giving campaign:
CVC – 3471
CFC – 31808
Richmond area LGS – 334

Thank you to all donors who contributed through these campaigns and the United Way campaigns across the state.

We have taken great care to assure the accuracy and completeness of this list, and regret any errors or omissions. Please contact Jonathan Hendler at 804-828-5804 if any corrections are needed.
Steady and strong, the Virginia Health Care Foundation beats at the heart of Virginia’s health safety net. Constant and reliable, VHCF is vital to helping the safety net thrive and grow. • Often, VHCF’s work occurs at an inner level, unseen. Yet the results are evident every day, visible in the growing ranks of medical personnel and dentists for Virginia’s uninsured; millions of dollars worth of free chronic disease medications; better management and leadership skills among safety net staff; and in the vigor of thousands of children who have health insurance. • When a child is sick, a mom needs treatment; or a man loses his job and his family’s health coverage, the Virginia Health Care Foundation is there to help, as the invisible partner at the heart of health care for all.

Making Care More Available

Nowhere is VHCF’s impact more evident than in the tremendous growth of Virginia’s health care safety net. Working both as an investor and partner, VHCF has awarded nearly $28 million in grants over the past 16 years. The result? The number of outlets of care for uninsured Virginians has grown by 500%, jumping from 33 to 194.

One of our best returns on investment is the result of a partnership with the Virginia Community Healthcare Association. During the past four years, we provided $172,000 to hire professional grant-writers and reviewers so that Virginia’s community health centers could present compelling applications for federal expansion funds. This produced over $7.3 million in new federal allocations, and nine new community health centers. With VHCF’s help, Virginia placed 7th nationally in the number of new access points funded.

Our approach is working. Last year, VHCF-funded projects provided 100,674 patient visits, for a cumulative total of more than 1.7 million visits since VHCF’s inception.

While these are solid accomplishments, there is much more to do. Layoffs due to the poor economy, the elimination of health benefits, and higher employee costs for health insurance, are leaving more and more Virginians uninsured. During the past year, most health safety net providers were forced to turn away patients regularly, due to huge surges in the numbers seeking care. Months-long waiting lists, lotteries for appointments and prohibitions on new patients are increasingly commonplace. What is more, 19 Virginia localities still have no health safety net provider within their geographic boundaries.

Growing Need for Basic Mental Health Services

Sometimes it’s not just the body that needs attention; it’s the mind as well. Although the main focus of Virginia’s health care safety net has been medical care for the uninsured, the need for basic mental health care has never been greater. State funding for community services boards is targeted to the
Increasing the number of dental professionals serving Virginia’s uninsured is only part of the equation. Helping the dental safety net stretch its dollars is another Foundation goal. Thanks to financial support from Delta Dental of Virginia, VHCF was able to add a part-time Dental Opportunities Coordinator (DOC) dedicated to obtaining cost savings and providing support to these providers. By every measure, this has been an exceptional investment. Last year, the DOC negotiated a substantial discount on dental supplies for Virginia’s dental safety net from Patterson Dental Company. In the first 12 months alone, this resulted in an impressive $87,750 in savings. The initiative has been so successful that Patterson recently agreed to provide discounts on dental equipment, as well.

Despite significant progress, the need for dental care, especially among uninsured adults, is extremely pressing. Sixty-four localities have no community-based dental safety net provider.

“Pain Is Not an Emergency”: Addressing the Dental Access Crisis

From increasing the risk of heart disease to impairing an individual’s ability to obtain or retain employment, oral health plays a critical role in an individual’s overall health and well-being. Fortunately, as communities learn of the dental distress and associated health consequences experienced by many of their citizens, more and more are taking action. Today, 71 localities have a community-based provider of dental care for the uninsured. VHCF has funded 44 percent of them.

Even those that do, are totally overwhelmed, with the need far outpacing their resources. The situation of one provider captures the experience of many: “Four month wait. Pain is not an emergency.”

Ensuring Quality of Care and Operational Efficiencies

As skyrocketing demand for services tests the limits of the safety net, tools to maximize impact are critical. To that end, VHCF has supported a number of initiatives designed to improve quality of care and operational efficiencies throughout the health safety net. Of special note is our grant to the Virginia Association of Free Clinics (VAFC), enabling it to establish an accreditation program and related web-based database for its members. During the past year, VAFC has developed standards for governance, administration and program services. The Association envisions a phased approach to accreditation, with the goal of 15 accredited free clinics by the end of 2009.

Another initiative to help improve efficiencies and quality of care relies on technology. VHCF has provided a total of $339,000 to the Virginia Community Healthcare Association to help purchase an electronic medical record system for community health centers throughout the Commonwealth. The system is already making a difference in the centers which have installed it. Patients enrolled in the centers’ statewide Chronic Disease Registry have increased by 80%.

Neither of these “infrastructure” initiatives would be successful without solid management. As part of VHCF’s ongoing effort to develop health safety net staff, the Foundation hosted a series of classes and webinars in FY08 regarding strategies for greater effectiveness and financial stability. Representatives from 21 free clinics and community health centers attended. Several participated in advanced sessions, which included organizational assessments and one-on-one consultations.

Partnerships and Innovation at the Heart of Success

While VHCF is at the heart of Virginia’s health care safety net, partnerships are at the heart of VHCF. One of the Foundation’s most valuable partnerships is with the nation’s brandname pharmaceutical companies, whose Patient Assistance Programs (PAPs) make free chronic disease medicines available to the uninsured. Recognizing the tremendous value of the PAPs, VHCF has developed an array of cutting edge initiatives to expedite access to their valuable medications.

Impact of The Pharmacy Connection

(VHCF’s flagship initiative is The Pharmacy Connection (TPC), a special software used by 160 safety net organizations, hospitals and physicians throughout Virginia. Launched 11 years ago, TPC achieved breakthrough results in FY08, generating over $95.4 million in free medicines and bringing the cumulative total of medications generated to over a half Billion dollars!)

- **Patients** - 160,678
- **Prescriptions** - 2,130,215
- **Value of Free Medicines** - $555,361,713
The RxPartnership (RxP), another VHCF-fostered initiative, received national recognition in FY08 when it earned a Peter F. Drucker Award for Nonprofit Innovation. RxP allows health safety sites with pharmacies to eliminate the 4-8 week wait for free medicines that occurs when they are ordered via PAPs. Instead, RxP solicits free medicines in bulk, which participating companies ship directly to 20 RxP affiliates. The result: patients can obtain needed medicines the same day the doctor writes the prescription. No more waiting!

This past year, Alcon joined GlaxoSmithKline, Merck & Co., Novartis Pharmaceuticals and Abbott in donating products to this unique public/private partnership. Collectively, these companies have donated more than $17.5 million in free medicines to fill 100,601 prescriptions for over 18,500 uninsured Virginians since RxP launched three and a half years ago.

RxRelief Virginia utilizes an entirely different approach, employing Medication Assistance Caseworkers to spread the benefit of free medications to entire communities. This initiative, funded by the Governor and General Assembly, now serves portions of 70 localities. In FY08, RxRelief Virginia grantees helped 10,814 uninsured eligible Virginians obtain a total of $28.9 million in free medicines at no cost to their families. This tremendous return on donor investment is a VHCF hallmark.

Partnerships also have been instrumental to the success of the Healthy Communities Loan Fund. Since its inception, this special program has generated more than $9.5 million in low interest rate loans to bring 72 new providers to medically underserved Virginia communities. Started 13 years ago through a partnership with the Robert Wood Johnson Foundation, the loans made possible through the Healthy Communities Loan Fund are underwritten by BB&T, with support and guidance provided by several of Virginia’s leading health professional organizations.

11:1 Leverage: Making the Most of Investments

Partnerships often produce synergies that cannot occur if an organization works in isolation. As a catalyst for these synergies, VHCF has, through its strong and diverse partnerships, been able to leverage an average of $11 in cash, health services and other in kind contributions for every $1 expended. This tremendous return on donor investment is a VHCF hallmark.

Sound investment and good stewardship are core VHCF traits, as well.

"Proven track record of positive impact."

"Commitment to excellence."

"Among the most efficient and effective ways to guarantee that our funds are having a positive impact."

These are just a handful of the ways partners and policymakers described the Foundation in a recent survey.

Those impressions are more than substantiated by the data: 83 percent of VHCF funded projects continue at or above their prior level of performance for at least three years after “graduating” from VHCF funding. This success is a direct result of VHCF’s practice of “venture philanthropy,” in which every potential grantee is scrutinized with the eye of an investor seeking to build strong, stable, sustainable health care for those in need.

Maintaining an Unwavering Focus

There is no question that the delivery of health care has become more complex. There is nothing complicated, however, about recognizing that Virginians who are sick, need care.

At the Virginia Health Care Foundation, that is our focus. We put our mission statement — not on paper — but into lives, by increasing access to health care for those who need it. That’s our purpose, our job, our calling. We’re at the heart of health care for all...
### Virginia Health Care Foundation and Affiliate

**Consolidated Statements of Financial Position**

*June 30, 2008 and June 30, 2007*

#### Assets

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current assets:</strong></td>
<td></td>
<td></td>
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<tr>
<td>Cash and cash equivalents</td>
<td>$1,125,788</td>
<td>$1,330,072</td>
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<td>Investments</td>
<td>6,707,066</td>
<td>6,812,437</td>
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<td>Appropriations receivable</td>
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<td>4,080,571</td>
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<td>Interest receivable</td>
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<td>Contributions receivable</td>
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<td>Grants receivable</td>
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<td>Prepaid expenses</td>
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<td>43,146</td>
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<td>Restricted certificate of deposit</td>
<td>700,000</td>
<td>700,000</td>
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<td><strong>Total current assets</strong></td>
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<td>$13,449,475</td>
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<td>Contributions receivable, net of current portion</td>
<td>$629,686</td>
<td>$777,380</td>
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<td><strong>Property and equipment, net</strong></td>
<td>$32,209</td>
<td>$23,568</td>
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<tr>
<td><strong>Total assets</strong></td>
<td>$13,918,083</td>
<td>$14,250,423</td>
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#### Liabilities and Net Assets

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<thead>
<tr>
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<th>2008</th>
<th>2007</th>
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</thead>
<tbody>
<tr>
<td><strong>Current liabilities:</strong></td>
<td></td>
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</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$85,199</td>
<td>$78,555</td>
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<td>Accrued rent</td>
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<td>Grants payable</td>
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<td><strong>Total current liabilities</strong></td>
<td>$4,109,291</td>
<td>$4,477,992</td>
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<td>Long-term debt</td>
<td>700,000</td>
<td>700,000</td>
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<td><strong>Total liabilities</strong></td>
<td>$4,809,291</td>
<td>$5,177,992</td>
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#### Net assets:

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<tr>
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<th>2008</th>
<th>2007</th>
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<tbody>
<tr>
<td>Unrestricted</td>
<td>3,868,744</td>
<td>3,877,726</td>
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<td>Temporarily restricted</td>
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<td>5,194,705</td>
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<td><strong>Total net assets</strong></td>
<td>$9,108,792</td>
<td>$9,072,431</td>
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<td><strong>Total liabilities and net assets</strong></td>
<td>$13,918,083</td>
<td>$14,250,423</td>
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</tbody>
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### Virginia Health Care Foundation and Affiliate

**Consolidated Statements of Activities**

*Years ended June 30, 2008 and June 30, 2007*

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>2007</th>
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</thead>
<tbody>
<tr>
<td><strong>Support and revenue:</strong></td>
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<tr>
<td>Appropriations</td>
<td>$329,297</td>
<td>1,304,940</td>
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<tr>
<td>Contributions</td>
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<td>Grant revenue</td>
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<td>756,883</td>
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<td>VHC membership interest</td>
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<td>(24,721)</td>
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<td>Investment income</td>
<td>401,844</td>
<td>-</td>
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<td>Unrealized net gains (losses) on investments</td>
<td>(414,894)</td>
<td>(414,894)</td>
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<tr>
<td>Other income</td>
<td>81,459</td>
<td>-</td>
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<td><strong>Net assets released from restriction</strong></td>
<td>5,659,515</td>
<td>(5,659,515)</td>
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<tr>
<td><strong>Total support and revenue</strong></td>
<td>$6,057,221</td>
<td>$6,470,854</td>
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<tr>
<td><strong>Expenditures:</strong></td>
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<tr>
<td>Program services – grants</td>
<td>5,335,152</td>
<td>4,638,278</td>
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<td>Supporting services:</td>
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<td>Management and general</td>
<td>957,913</td>
<td>579,860</td>
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<tr>
<td>Fundraising</td>
<td>163,138</td>
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<td><strong>Total expenditures</strong></td>
<td>6,066,203</td>
<td>5,355,773</td>
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<tr>
<td><strong>Change in net assets</strong></td>
<td>-8,982</td>
<td>1,115,081</td>
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<td><strong>Net assets, beginning of year</strong></td>
<td>$3,877,726</td>
<td>$4,496,779</td>
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<tr>
<td><strong>Net assets, end of year</strong></td>
<td>$3,868,744</td>
<td>$9,072,431</td>
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</tbody>
</table>

Audited financial statements and report in its entirety available upon request.
Please help us bring health care to all Virginians!