IF SEEING A DOCTOR MAKES YOU FEEL VULNERABLE, IMAGINE NOT BEING ABLE TO.
THE VIRGINIA HEALTH CARE FOUNDATION:
SO FEWER VIRGINIANS EXPERIENCE THE UNIMAGINABLE.
"YOU CANNOT TREAT PATIENTS’ MEDICAL CONDITIONS WITHOUT ADDRESSING THEIR MENTAL HEALTH ISSUES. THEY ARE INEXTRICABLY LINKED."

Marlene Adams, FNP, PMHNP
Bassett Family Practice
Bassett, Virginia

"I had worked in child and adolescent mental health as a nurse, but felt limited in my ability to help my patients. Thanks to the Virginia Health Care Foundation’s scholarship program, I became a psychiatric nurse practitioner. Now I see patients with a range of behavioral health conditions. In this setting, the age range is from 16 to 85. The most prevalent issues are anxiety and depression."

"This area of Virginia has experienced so much loss — housing, jobs, marriages crumbling. The people we see have not learned the coping mechanisms to deal with any of it. They often feel stuck. I work with them on how to empower themselves and overcome their fears so they can get "unstuck." I help them learn that, while many bad things may have happened to them, they are not victims."
"You can just see the relief on their faces when we give them the medicines they need."

Leo Ross, RPh, MBA
CrossOver Healthcare Ministry
Richmond, Virginia

"Our patients worry. They have serious chronic diseases, and the medicines to treat them are very expensive and far beyond their financial reach. At CrossOver, we use The Pharmacy Connection from the Virginia Health Care Foundation. It helps us get brandname medicines for free, manage our costs, and improve the health of our patients."

"What I enjoy is knowing that every time I volunteer at CrossOver, I am changing peoples’ lives. It’s hard to beat that good feeling you get when you help patients in need."

$298 million in free prescription medicines for 44,000 uninsured Virginians was obtained by VHCF initiatives in 2016.
"I was one of those uninsured kids, riding a bus to the clinic."

The woman doctor who took care of me was my role model. I wanted to be like her — to help children have a healthy life and future.

There is such a big difference in the health outcomes of kids who have FAMIS coverage versus other children in our community. They have a medical home. They stay out of the Emergency Department. We keep them well so they can stay in the classroom, and their parents don’t have to miss work to take care of them.

It is tough for a lot of our patients just to afford our $15 co-pay. It doesn’t sound like a lot to us, but to people in economic stress, it adds up. They’re working hard to pull themselves up by their bootstraps, but sometimes the bootstraps are just too long.

Martha Welman, MD, FAAP
Neighborhood Health
Alexandria, Virginia

87,500
Children enrolled in FAMIS health insurance programs by VHCF-funded outreach workers since 1999.
"EVERY SINGLE DAY I HAVE TO EXTRACT TEETH THAT COULD BE SAVED."

Brooke Hasenfelt, DDS
Lackey Clinic
Yorktown, Virginia

Our patients have to make choices based on finances only. They can’t afford a root canal and a crown. The sad part is that they’re so grateful just to get the tooth out, because they’ve been in pain for so long."

“I love serving the working poor and the unemployed. There is such a big gap in our society. There are people who are trying really hard, but just can’t make it. It’s a joy to help them. We are giving them a boost up so they’ll be able to keep taking care of their families.”

$12.3 MILLION INVESTED IN CREATING AND EXPANDING A DENTAL SAFETY NET IN VIRGINIA BY VHCF
LEADERSHIP PARTNER EXTRAORDINAIRE  
($1,000,000+)  
Delta Dental of Virginia Foundation

PREMIER PARTNER  
($300,000 - $999,999)  
Williamsburg Health Foundation

LEADERSHIP PARTNERS  
($100,000 - $299,999)  
Carilion Clinic  
Monticello Community Surgery Center  
Patterson Dental

DISTINGUISHED PARTNERS  
($25,000 - $99,999)  
BB&T  
Centra Health  
DentaQuest  
Kaiser Permanente Foundation of the Mid-Atlantic States  
Merck  
Owens & Minor  
Pediatric Specialists of Virginia  
Riverside Health System  
Virginia Cancer Institute  
Wells Fargo Foundation

SUPPORTING PARTNERS  
($7,500 - $24,999)  
Mr. & Mrs. Ben J. Davenport, Jr.  
Keiter  
Larell Dentures  
Mary Washington Healthcare  
Mr. & Mrs. G. Gilmer Minor, III  
PhRMA  
Virginia Association of Health Plans  
Wilbur Moreland Havens  
Charitable Foundation

CONTRIBUTING PARTNERS  
($1,000 - $7,499)  
Anonymous (1)  
Arenstein Foundation  
In Memory of Dr. Frank Carroll

LuAnn L. Bennett  
Dr. & Mrs. Lawrence E. Blanchard, III  
Robert M. Blue  
Roger L. Boeve  
Mr. & Mrs. Thomas R. Byrd  
Drs. Mark W. Clark & Rhonda R. Clark  
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Dominion Foundation  
John F. Fick, III  
Mr. & Mrs. Charles K. Fox  
Dr. & Mrs. John F. House  
Dr. & Mrs. Clarion E. Johnson  
In Honor of Eddy and Clarion Johnson  
Mr. & Mrs. R. Walter Jones, IV  
Lilly, USA  
Kathleen McSweeney & Associates  
Medical Society of Virginia  
Mr. & Mrs. T. Carter Melton, Jr.  
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Dr. & Mrs. James G. Nuckolls  
Anne T. Overbey  
Pfizer  
Praxis Foundation  
Leslie L. Reed  
Showalter Family Fund  
R. Gordon Smith  
Snead Family Foundation  
Virginia Community Healthcare Association  
Virginia Hospital & Healthcare Association  
Mr. & Mrs. D. Eugene Webb

Robert Kaplan  
In Memory of Dr. Keith Heller  
Daniel Karnes  
Jane Norwood Kusiak  
Rev. & Mrs. J. Fletcher Lowe, Jr.  
Peter M. Mellette  
The Honorable William C. Mims  
Mr. & Mrs. James C. Oswalt  
Mr. Walter Oswalt, III & Beverly Moss-Oswalt  
Dr. Tonya A. Parris-Wilkins  
Friends of Chris Peace  
Dr. Helen Ragazzi  
Katie M. Roeger  
Leo H. Ross, RPh, MBA  
Mr. & Mrs. Milton Rubin  
The Honorable & Mrs. Elliot S. Schewel  
Dr. & Mrs. Robert S. Shayne  
Mr. & Mrs. Michael Shook  
Sarah “Sally” W. Southard  
Robert B. Stroube, MD, MPH  
Marilyn Tavenner  
Kelly Mercer Thomasson  
Mr. & Mrs. James M. Turner, Jr.  
Catherine M. Walker  
Rodney L. Washington  
White House Flowers

SPECIAL THANKS TO OUR PUBLIC SECTOR PARTNERS  
Virginia Department of Health  
Virginia Department of Medical Assistance Services  
Virginia Department of Social Services

THANKS TO ALL WHO CONTRIBUTED THROUGH WORKPLACE CHARITABLE CAMPAIGNS  
Commonwealth of Virginia Campaign (CVC 3471)  
Combined Federal Campaign (CFC 31808)  
United Way of Greater Richmond & Petersburg

The listing above reflects gifts received between July 1, 2015 and June 30, 2016. We have taken great care to ensure the accuracy of this list and regret any errors or omissions. Please contact Cristi Lawton, cristi@vhcf.org, with any corrections.
INCREASING THE HEALTH WORKFORCE

We instituted the Appleseed Initiative 13 years ago to help increase the number of health safety net sites and services in Virginia. Since that time, we have invested $415,000 in underwriting the costs of professional grantwriters and reviewers who prepare compelling applications for federal funds to expand the number and size of Virginia’s community health centers. The results? That modest expenditure has resulted in a total of $53.1 million in federal grants. In FY16 alone, Virginia’s community health centers obtained $2.4 million for new sites and services in return for the $31,500 VHCF spent to ensure successful proposals.

Often, health professionals who want to work in underserved areas can’t afford to, because of the debt they’ve incurred in obtaining their degrees. To help address this, VHCF partnered with the Virginia Department of Health in FY16, providing $150,000 to match an equal amount of federal dollars for the Virginia Student Loan Repayment Program. This enabled six health safety net organizations throughout the state to bring 2 dentists, 1 licensed clinical social worker, 2 physicians, and a nurse practitioner to several health professional shortage areas.

Scholarships can also effectively help health professionals expand their expertise. Several years ago, we noted the shortage of Psychiatric Nurse Practitioners in Virginia and the health safety net. To address this problem, we established a Psychiatric Nurse Practitioner Scholarship Program through which VHCF pays all tuition and required fees for nurse practitioners who complete a Psych NP post-graduate program and agree to practice in Virginia’s health care safety net for two years thereafter. The three nurse practitioners who have already graduated are now using their new expertise to help uninsured patients in Gloucester County, Martinsville, and Winchester. Several more are in the pipeline.

In addition to these special health workforce initiatives, VHCF awards grants to help increase the number of providers in the health safety net. In FY16, VHCF helped underwrite the salaries of 29 health professionals who provided 40,000 patient visits.

TAKING AIM, IMPROVING HEALTH

The Triple Aim (improve health, enhance care, reduce cost), cost and payment pressures, and the Affordable Care Act are driving unprecedented change and many improvements throughout the world of health care. Although most changes have focused on the insured, these innovations can be applied to caring for the uninsured, as well.

To that end, VHCF launched a population health initiative in FY16 designed to stimulate collaboration between health safety net organizations and their local hospitals to improve the health of specific subsets of uninsured patients. Taking Aim, Improving Health grants totaling $855,000 were awarded to six local population health collaboratives throughout the state for an 18-month period. All participants recognize that current local approaches are inadequate to create positive health outcomes in the populations they’re targeting. All have developed specific interventions designed to address identified short-comings. The grantees will apply and track the impact of these new interventions. They will meet quarterly to compare techniques and results, and learn from each other.

At the Virginia Health Care Foundation (VHCF), we recognize that health insurance enables early intervention when a person is sick, and helps keep folks well. For the 400,000 Virginians for whom it is unavailable, however, VHCF has spent the past twenty years helping build a health care safety net. It now comprises 204 free clinics, community health centers, and other similar organizations throughout the Commonwealth.

All are staffed by paid or volunteer health professionals like those profiled in this report. They are dedicated to caring for their uninsured patients, and ensuring that an illness gets treated immediately so that it doesn’t spiral into debilitating consequences.

There’s a lot that goes into providing a place where these remarkable health professionals can work their magic. VHCF understands this and has undertaken a range of initiatives to make their work possible.

“CAN’T AFFORD TO GET SICK RIGHT NOW.”

You’ve said it. We all have.

But it means something entirely different when you’re uninsured. When you literally cannot afford to see the doctor. To miss work, to pay for your medicines.
MEDICATION ASSISTANCE: A PRIORITY

While qualified health professionals and special interventions are critical to diagnosing diseases and ensuring patient follow-up, prescription medicines are typically the essential element of successful treatment. There has always been a need for prescription assistance among the low income uninsured. That need has become pervasive and has spread to insured patients with higher income levels as health industry dynamics have changed, and the prices of generic and brandname medicines continue to rise.

VHCF has long made medication assistance a priority. Nineteen years ago, it developed The Pharmacy Connection (TPC), an interactive software that expedites and tracks applications for free chronic disease medicines made available through the brandname pharmaceutical companies’ Patient Assistance Programs (PAPs).

Over the years, the organizations that have used TPC have helped 306,306 sick uninsured Virginians fill 4,636,539 ninety-day prescriptions with an average wholesale price value of $4.6 Billion. In FY16 alone, 44,242 patients obtained $298 million in free primary care related medicines.

With the goal of maximizing the amount of free medicines available to uninsured Virginians, VHCF doubled down in 2005 and started giving grants to health safety net organizations to hire Medication Assistance Caseworkers (MACs). Their role is to use TPC to obtain needed medicines for uninsured Virginians with chronic illnesses. The Williamsburg Health Foundation took the lead in underwriting MACs through the Greater Williamsburg Medication Assistance Program, a special partnership with VHCF that has continued for 11 years. The General Assembly provided funding to place MACs in other parts of the state via the RxRelief Virginia (RxRVa) initiative.

In FY16, new state funding added 12.5 new MACs, bringing the total to 50.25 RxRVa MACs. Combined, they helped 17,923 uninsured Virginians from 80 localities obtain $121 million (AWP) in free medicines, using only $1.6 million in state funds. The new state money enabled VHCF to expand this effective initiative to 11 more localities.

In addition, VHCF helped establish the RxPartnership (RxP) thirteen years ago to make free PAP medicines available more quickly from the free clinics that have licensed pharmacies. RxP provided patients with $9.6 million (AWP) in free medicines last year with the help of GlaxoSmithKline, Merck, Novartis, AbbVie, Alcon and Pfizer.

While all of these medication assistance initiatives continue to help tens of thousands of uninsured Virginians each year, a number of factors are requiring a shift in health safety net strategy and practice. The biggest is that many of the medicines frequently prescribed for the most common chronic diseases have gone off patent and been removed from the PAPs in the past few years. Although these medicines have become available in generic form, most generics are expensive, and there are no PAPs offered by generic companies.

As a result, many health care safety net budgets for prescription medicines, which had been flat for years, are suddenly growing quickly, and the role of MACs has been expanded from that of simply completing applications and gathering required financial eligibility documents to also becoming “comparison shoppers” who are constantly searching for a free alternative or for the best deal amongst the constantly changing prices of generics. For many health care safety net organizations and their patients, the days when all medicines are free are over. Now, it’s a blend of free and generic.

VHCF has been trying to stay ahead of the curve by including generic discount programs in TPC. In FY16, the Foundation negotiated special discount rates with RxOutreach, a generic drug supplier, and added an RxOutreach portal to TPC. In FY16, the number of generic medicines obtained through TPC increased by 76% from 5,480 to 9,680.

The need for prescription assistance will likely continue to grow for both health safety net organizations and their patients, and for many insured Virginians whose high deductibles and co-pays put needed medicines beyond their reach. VHCF, the RxPartnership and other key stakeholder organizations have been researching viable approaches to address this complicated conundrum.

INCREASING MENTAL HEALTH SERVICES

Availability of behavioral health services was cited as a critical service gap in 62 of 73 community health needs assessments from throughout the state in a recent VHCF analysis. In more than two-thirds of those assessments, increasing access to behavioral health and improving behavioral health services was at the top of their list of priorities to be addressed.

There are a number of factors that have created this situation. One is the tremendous shortage of mental health professionals throughout much of the state. Nearly 3/4 of Virginia localities are federally designated mental health professional shortage areas. As a result, recruitment of behavioral health professionals can be very time-consuming, and typically leaves many positions unfilled and many Virginians untreated.

This is problematic in Virginia’s health safety net where behavioral health conditions are among the top three diagnoses for uninsured patients. It is also a problem for insured...
patients, however, since about 40% to 50% of visits to all primary care physicians are related to depression, anxiety, and other basic mental health conditions.

VIRGINIA’S MENTAL HEALTH PROFESSIONAL SHORTAGE AREAS

Untreated, these debilitating illnesses often immobilize their victims and are barriers to productivity and family engagement. In addition, these diseases often hinder successful treatment of diabetes and other serious chronic conditions with which they frequently co-occur. It’s not reasonable to expect a person to start exercising and making other lifestyle changes when s/he is too depressed to get out of bed in the morning.

Thankfully, many patients can be treated successfully, and for relatively low cost, with the right prescription medicines and some counseling or coaching. Since 2010, VHCF has invested $4.3 million to expand the delivery of mental health services in Virginia’s health care safety net.

We have also introduced the best practice of integrating the delivery of behavioral health services with primary medical care to the healthcare safety net, and have underwritten implementation of this practice in 24 clinics and health centers.

While the results of that investment have been life-changing for many, there are many more Virginians who need these important services. VHCF is in the midst of preparing a multipronged behavioral health initiative to help improve access to behavioral health services where needed in the Commonwealth.

ORAL HEALTH MATTERS

At VHCF, we understand that the mouth is an integral part of the body and that poor oral health can exacerbate diabetes, cardiac conditions, and even result in premature labor and delivery. We also understand that many Virginians only go to a dentist when they are experiencing the agony and throbbing pain of a toothache.

Why does this happen? Because about half of all Virginians have no dental insurance. As a result, they must pay for dental care as they would for any other service or commodity. For the working poor, who must constantly choose how to spend their limited dollars, immediate necessities like food, rent, or a child’s winter coat always prevail.

As a result, we are addressing this problem with a multi-faceted approach. First and foremost, VHCF has invested $12.3 million to establish a dental safety net in Virginia. Today, there are dental safety net clinics in 68 localities. VHCF has funded 46 of them, including eleven in FY16. While tremendous progress has been made, there are still 66 localities without one.

We are grateful for the leadership and concern of the Delta Dental of Virginia Foundation, which issued VHCF a three-year $1 million challenge grant to create 7-12 new dental safety net clinics in localities that have none and to expand small clinics that are ready to grow. This is enabling dental safety net growth to occur more rapidly. VHCF successfully finished matching this challenge grant in FY16, and has already invested a significant portion of the proceeds in establishing new dental clinics.

We also provide training and tools for dental safety net clinics to use with their patients. In FY16, for example, VHCF hosted a well-received statewide conference outlining how to implement the best practice of integrating oral health with medical care in the dental safety net. We also researched, produced, and distributed 75 “Brushing Up!” toolkits to dental safety net clinics with funding from the Claude Moore Charitable Foundation. These are full of oral health educational information and activities designed to engage children of all ages in caring for their teeth.

In addition, VHCF seeks and creates ways for dental safety net clinics to save money. With such costly equipment and supplies, it is expensive to operate a dental practice. To help stretch limited dental safety net budgets, VHCF has established dental safety net discount programs with denture and dental supply companies.

Our partnership with Patterson Dental Company extends its deepest discount on supplies, equipment, practice software, repairs, and maintenance regardless of the clinic’s size. This program alone has saved Virginia’s dental safety net clinics more than $1.9 million in costs in the past 9 years.

PROFESSIONAL SHORTAGE AREAS

BEST YEAR YET FOR FAMIS ENROLLMENT

There’s no question that health insurance helps give children a good start in life and keeps them healthy. Numerous studies have demonstrated the important link between health insurance and academic achievement. That’s why VHCF has led private sector efforts to maximize enrollment in Virginia’s FAMIS health insurance programs for children since they were established 17 years ago. Our ultimate goal is to ensure that every eligible child has FAMIS coverage.

FY16 was a banner year for VHCF’s Project Connect initiative and its dedicated outreach workers. Located in communities with the highest numbers of eligible children, they helped enroll 8,019 children in Virginia’s FAMIS programs. This breaks all previous records, bringing the total number of children covered via Project Connect to 87,500.

Much of this expanded effort was made possible by Governor McAuliffe’s “A Healthy
Virginia's initiative which provided funding for five additional outreach workers, new marketing initiatives, and a FAMIS Enrollment Summit which VHCF hosted for 300+ representatives from state and local departments of social services and an array of application assistants.

In addition to outreach and enrollment, VHCF trains health and human resources professionals in the intricacies of the FAMIS programs through its SignUpNow initiative. These trainings and an accompanying SignUpNow Tool Kit are available in person or online. To date, more than 10,400 people have been trained via SignUpNow.

All of VHCF’s FAMIS outreach, enrollment and training initiatives are underwritten by the Virginia Department of Medical Assistance Services and the federal Centers for Medicare & Medicaid Services.

11:1 LEVERAGE

As a public/private partnership, VHCF understands and is devoted to its obligation to provide value for the dollars it receives. To accomplish this, we practice “venture philanthropy.” This means that we constantly search for new and innovative opportunities which meet the health needs of uninsured and underserved Virginians and add value to Virginia. Then we scrutinize each potential undertaking with the eye of an investor seeking an effective, sustainable initiative. We apply this standard to ourselves, as well as our grantees.

This approach accounts for the sustainability rate of grants funded by VHCF. 89% of our health safety net grantees continue at or above their prior level of performance for at least three years after graduating from VHCF funding. We delivered all of these results in FY16 at a low administrative cost of 7.7%.

MOVING FORWARD

Over the years, we have learned that VHCF’s mission of increasing access to primary health care for uninsured and medically underserved Virginians cannot be achieved by focusing on only one solution. There are many inter-related components of health care that must come together in an environment that stimulates growth and creates synergies. These components include a sufficient and well-distributed health workforce, availability of needed treatment and services at an affordable cost, a strong and vibrant health care safety net, and a payment source for health services that works for everyone.

We at the Virginia Health Care Foundation will continue to work on all fronts to improve Virginia’s standing in each of these key areas so that in the future, NO Virginian has to experience the unimaginable.
### CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
#### JUNE 30, 2016 AND 2015

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<th>ASSETS</th>
<th>2016</th>
<th>2015</th>
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<tr>
<td>CURRENT ASSETS:</td>
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<td>Cash and cash equivalents</td>
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<td>Contributions receivable, net of current portion</td>
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<td>Property and equipment, net</td>
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<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$18,345,503</strong></td>
<td><strong>$17,774,563</strong></td>
</tr>
</tbody>
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### LIABILITIES AND NET ASSETS

| CURRENT LIABILITIES: | | |
| Accounts payable and accrued expenses | $89,850 | $189,731 |
| Accrued rent | 24,969 | 26,084 |
| Grants payable | 4,605,393 | 3,813,831 |
| **TOTAL CURRENT LIABILITIES** | **4,720,212** | **4,029,646** |
| Deferred Revenue | | 103,718 |
| **TOTAL LIABILITIES** | **4,720,212** | **4,133,364** |
| NET ASSETS: | | |
| Unrestricted | 5,054,448 | 6,505,201 |
| Temporarily restricted | 8,570,843 | 7,335,998 |
| **TOTAL NET ASSETS** | **13,625,291** | **13,641,199** |
| **TOTAL LIABILITIES AND NET ASSETS** | **$18,345,503** | **$17,774,563** |

### CONSOLIDATED STATEMENTS OF ACTIVITIES
#### YEARS ENDED JUNE 30, 2016 AND 2015

<table>
<thead>
<tr>
<th>SUPPORT AND REVENUE:</th>
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<td>Appropriations</td>
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<td>Contributions</td>
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<td>Unrealized net gains (Losses) on investments</td>
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<td>(285,727)</td>
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<td>Other income</td>
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<td><strong>$6,145,923</strong></td>
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<th>2015</th>
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<td>Management and general</td>
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<td>Fundraising</td>
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<td><strong>TOTAL EXPENDITURES</strong></td>
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<td><strong>NET ASSETS, BEGINNING OF YEAR</strong></td>
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<td><strong>NET ASSETS, END OF YEAR</strong></td>
<td><strong>$5,054,448</strong></td>
<td><strong>$7,135,998</strong></td>
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Audited financial statements and report in its entirety available upon request.
THE VIRGINIA HEALTH CARE FOUNDATION is a public/private partnership dedicated to increasing access to primary health care for uninsured and medically underserved Virginians. Initiated by the General Assembly and its Joint Commission on Health Care in 1992, the Foundation has helped more than 600,000 uninsured Virginians obtain the health care they need.

MISSION
VHCF’s mission is to increase access to primary health care for uninsured and medically underserved Virginians.

VISION
All Virginians will have access to the health care they need.

ORGANIZATIONAL VALUES

EXEMPLARY STEWARDSHIP
We are laser-focused, creative and efficient in getting the most value out of limited resources, and leveraging what we have for the greatest benefit and return. We invest for the long term, maximizing the sustainability of the organizations we fund. We constantly evaluate the impact of our actions, and hold ourselves and our grantees accountable for demonstrating results to our donors and the citizens of Virginia.

DRIVE FOR EXCELLENCE
We are energetic and enthusiastic in the pursuit of our mission, and are tenacious in our commitment to achieve extraordinary results. We are action-oriented and effective. We strive to use best practices in everything we do.

INTEGRITY
We hold ourselves to the highest standards of professionalism and accountability. We do all things for the benefit of our mission. Our decisions are data driven. We are honest in our words, actions and results. We do what we say we are going to do.

CATALYST FOR CHANGE
We never rest on our laurels. We are progressive and entrepreneurial in our thinking, always seeking new and innovative ways to deliver our services, add value to our constituencies and move our mission forward.

Thank you