

# It Takes More Than a Wish.







# It takes a strong foundation.

The **seeds** we've sown and nurtured  
have transformed the healthcare  
safety net and the lives of uninsured  
Virginians for 25 years...







“Many uninsured patients face extremely challenging life circumstances.”

**T**hese can lead to depression, anxiety, psychoses or suicidal thoughts and the need for mental health care, as well as medical care. Many physicians can’t help due to limited behavioral health training.

VHCF **seed** money has helped change that via a pilot that embeds Clinical Psychology doctoral trainees from Virginia Commonwealth University (VCU) in health safety net clinics with medical residents. When patients at the VCU Ambulatory Care Clinic also have mental health concerns, the team works together to help them. It’s been a win/win. Patients receive immediate help with mental health issues, and the trainees and residents learn how to work in an integrated care environment.

Over the past seven years, this program has broadened to eight sites in the greater Richmond area. It has already trained 100 psychology trainees who have worked with 500 medical residents, and now has the capacity to treat 5,000 underserved adults and children each year.

“This has been a game changer for the clinics, their patients and our residents. It would absolutely not have happened without VHCF’s funding. The Foundation’s belief in our program and its support was a vital factor in our success and growth.”

“VHCF’s disciplined approach and coaching nudged us along and helped us to think strategically and long term.” 🌻



**Dr. Bruce Rybarczyk** – Professor, VCU Departments of Psychology and Psychiatry, Richmond, VA



“75% of our elementary school children had never sat in a dental chair!”

“VHCF’s strategic investments have contributed greatly to the metamorphosis of dental health here.”



The place? Accomack County, Virginia’s Eastern Shore. The year? 1992. When the leaders of the Accomack Public School System discovered this problem, they knew they had to do something about it.

With untended teeth, a good number of these children developed painful cavities and gum issues that made it difficult to concentrate in school, and set them up for future health disorders. “When we first met VHCF, we had begun to attack the problem via a small mobile dental trailer. We knew we had a long journey ahead to make dental care a reality for all.

### VHCF’s support and funding helped our dental program take off!

Its **seed** money over the years allowed us to create two permanent school dental facilities, support a new traveling dental outreach program, hire a dentist, and furnish five dental operatories in one of our new health centers. Now, we serve children and adults. The Foundation also helped pay for a professional assessment of our dental program and advice that has helped us make it sustainable.

Our long partnership with VHCF has been extraordinarily successful. Since 1995, we’ve delivered dental care to more than 10,000 children via 90,000 visits. This has increased attendance and attention in the classroom, and fear of the dentist has been replaced with the excitement of belonging to the No Cavity Club.”

**Nancy Stern** – Chief Executive Officer, Eastern Shore Rural Health System, Inc.



Eastern Shore Dental Sites Where  
None Previously Existed (1998 - 2017)





“So many at-risk patients with so many health needs – Where to start?”

When faced with such overwhelming need, you want to try to do everything right away. How could we solely focus on medical care when we had such a huge volume of patients with unmet dental needs, or mental health issues? How could we prescribe medications when our patients couldn’t afford to fill them?

**VHCF is one of our few partners who can brainstorm and problem-solve with us.** It helped drive us toward where we are today, helping us develop professional, structured programs with sustainable streams of funding.

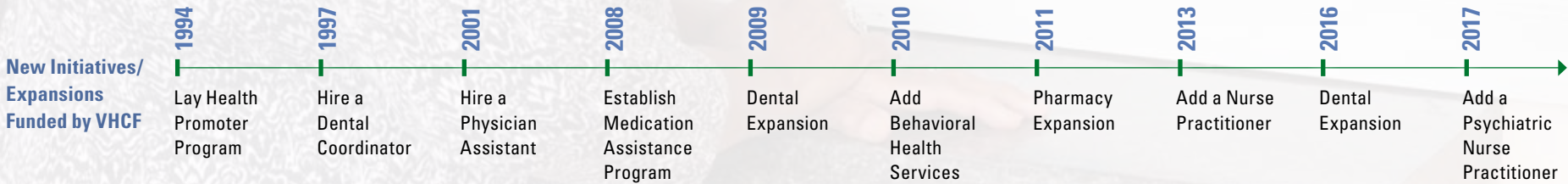
The Foundation has been with us every step of the way, providing **seed** money for medical, dental and pharmacy staff to supplement our volunteer providers and doing so much for us and our community. Without support from VHCF, our community pharmacy would not have been able to grow into the life-changing program it is today.

CrossOver is now a true health home for our patients, offering a broad range of healthcare and wraparound services. As we look back on where we came from, VHCF stands out as one of the most supportive and dedicated organizations we have had the privilege to partner with.”

“VHCF helped us focus on the needs and the right way to prioritize and meet them.”



**Julie Bilodeau** – Chief Executive Officer, CrossOver Healthcare Ministry, Richmond, Virginia





“VHCF’s investment in our clinic at a critical time made all the difference.”

“T

oday, Neighborhood Health provides an array of comprehensive services to more than 16,000 children and adults at 11 sites in Alexandria, and Arlington and Fairfax counties. Whether medical, dental, or mental health care – we offer it. We also help our hard-working patients obtain needed prescription medicines, and we help eligible children apply for health insurance from the state’s FAMIS programs.

“VHCF has been a central and steady force in our growth for 20 years.”

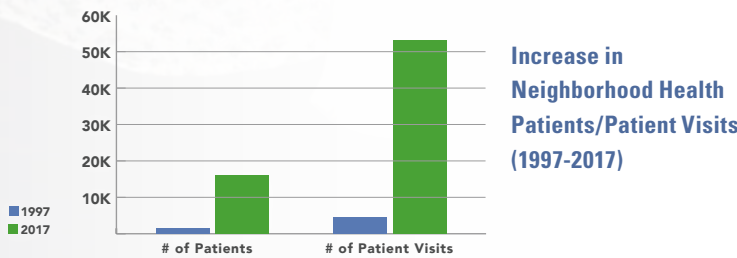


It wasn’t always this way. We started as a small health department clinic with preventive services for women and children. During the first year on our own, **VHCF helped us establish a strong operational and financial base. It has helped us evolve and grow ever since.** Over the years, it has provided **seed** money for expansions in our scope of services and for additional facilities. It has also provided needed technical assistance.

I’m proud of what we’ve built together. VHCF has helped us make a tremendous difference in our patients’ health outcomes and their lives.

We cannot stop here, however. The demand for our services is unrelenting. There’s a long way to go before needed health care is available to all uninsured Virginians!”

Dr. Basim Khan – Executive Director, Neighborhood Health, Alexandria, Virginia







“Time after time, VHCF has helped us take the next step forward.”

It started small, but its leaders always thought big. What began as a one-night-a-week free clinic many years ago is now a community health center with three full-time sites serving four localities and offering a comprehensive set of services to New River Valley residents. It treated nearly 3000 patients last year.

“VHCF was absolutely essential to our growth and expansion, providing the **seed** money to develop all our programs. **It saw the potential of our small clinic and nudged us toward excellence for two decades.**

We now have a trifecta of services under one roof – behavioral health, dental care, and primary medical care. The Foundation was by our side as we initiated each one. It also provided support for important strategic planning as we grew and weighed whether to become a community health center. After we decided to make the transition, VHCF’s Appleseed Initiative provided the funding to underwrite the cost of preparing the necessary federal grant applications.

VHCF has made a world of difference for our center and our patients.”

“The significance of an understanding collaborative partner who sticks with you cannot be overstated.”



**Michelle Brauns** – Chief Executive Officer, Community Health Center of the New River Valley



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The Virginia Health Care Foundation extends its warmest thanks to the following partners who so generously contributed to its work over the past 25 years:

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# Chairman's

“There is no quality so essential  
to success as perseverance.”

– John D. Rockefeller



# Report

The adage “change is constant”, has certainly been true during the 25 years of the Virginia Health Care Foundation’s (VHCF) existence. The healthcare terrain has continuously changed with each renewed quest to lower costs, improve quality, and expand access to services.

To be most effective in these dynamic times, VHCF has changed, too. What started as a focus on identifying and replicating innovative service delivery models has expanded over the years as the Foundation has identified a variety of service gaps and opportunities to address them.

By practicing “venture philanthropy”, VHCF has invested its limited resources strategically by providing **seed** money and supports to fulfill its mission of increasing access to primary care for uninsured and medically underserved Virginians. More than 700,000 people have benefited, as a result.

The Foundation’s role and portfolio are difficult to pigeonhole. Among other things, VHCF has brought more health professionals to underserved areas; helped families



apply for state-sponsored children’s health insurance; maximized the amount of free prescription medicines available to uninsured Virginians; and greatly expanded the size of Virginia’s healthcare safety net and the range of services it offers.

Entrepreneurism has been one of the Foundation’s guiding principles. VHCF has created, incubated, and spun off three statewide organizations which operate independently and have served the Commonwealth well for many years (**SeniorNavigator** (aka

VirginiaNavigator), the **RxPartnership**, and the **Virginia Oral Health Coalition**).

As a public/private partnership, VHCF has an additional mission – to maximize the impact of each dollar it spends. To that end, the Foundation has adopted organizational values which produce results: exemplary stewardship, a drive for excellence, integrity, and being a catalyst for change.

What started as a “gleam in the eye” when the General Assembly and its Joint Commission on Health Care initiated VHCF in 1992, evolved quickly into a dynamic and effective force which has returned the Commonwealth’s investment many times over. We are proud to share

this report on VHCF’s work in FY17, its cumulative effect over the past 25 years, and our thoughts about future directions.

## Transforming Virginia’s Healthcare Safety Net

The free clinics, community health centers, and other similar organizations that comprise Virginia’s healthcare safety net are not “pop-ups” or created overnight. They require thoughtful planning, community support, viable means of sustainability, strong leadership, and a lot of hard work.

The number of these lifesaving organizations has grown by 618% since VHCF’s inception. While the Foundation is not responsible for all of that growth, it has invested





substantially in a great deal of it with grants totaling \$47.7 million.

**VHCF’s Appleseed Initiative**

has been exceptionally fruitful in expanding the number and size of community health centers over the years (page 10). It underwrites the costs of professional grantwriters and reviewers who prepare compelling applications for new federal community health center funds. VHCF’s investment of \$376,000 has generated \$53.1 million and an array of new health centers and services over the past 14 years.

VHCF’s venture philanthropy approach to grantmaking has done more

than increase the size of Virginia’s healthcare safety net. It has helped make it more stable and sustainable: 89% of the Foundation’s former grantees continue to operate at or above their prior level of performance for at least three years after “graduating” from VHCF funding.

VHCF also directs funding and significant staff time to nurturing the development of Virginia’s health safety net clinics and centers. This includes financial support for stronger infrastructure, staff and board training, strategic plan development, and occasional grant initiatives such as **Taking Aim, Improving Health**, which VHCF launched in FY17. This



population health initiative is designed to introduce a data driven approach to identifying high cost uninsured patients and provide treatment and a range of services to them to prevent avoidable hospitalizations.

In addition, the Foundation also promotes best practices and provides related information via roundtables, webinars, and other forms of technical assistance. All of this is designed to elevate the level of sophistication and operations of Virginia’s health safety net organizations so they can better sustain themselves.

**Maximizing the Availability of Needed Medicines**

Few things are more critical to treating an illness than prescription medicines. They have never been able to achieve so much, and they have never been more expensive. There has always been a need for medication assistance among the uninsured. That need has spread to many insured patients who now have high deductibles. With the double whammy of high deductibles and rising prices of generic and brandname medicines, the need for medication assistance has become pervasive.

VHCF has long recognized the vital importance of prescription medicines. It made medication assistance a priority twenty years ago and set out to maximize the amount of free medicines available to uninsured Virginians via the brandname pharmaceutical companies’ Patient Assistance Programs (PAPs).

To that end, it developed **The Pharmacy Connection (TPC)**, an interactive (now web-based) software that expedites and tracks PAP applications for free chronic disease medicines. Over the years, the organizations that have used TPC have helped more than 319,000 sick uninsured Virginians fill 4,844,733 ninety day prescriptions with an average wholesale price (AWP) value of \$3.8 billion. In FY17 alone, 42,548 patients obtained \$327 million in free primary care medicines.

Recognizing that VHCF could do even more, in 2005 the Foundation started giving grants to health safety net organizations to hire Medication Assistance Caseworkers (MACs). They 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 12 years. The General Assembly provided funding to place MACs in other parts of the state via the **RxRelief Virginia (RxRVa)** initiative.

In FY17 a total of 51.5 RxRVa MACs helped 17,684 uninsured Virginians from 75 localities obtain \$139.8 million AWP in free medicines, using only \$1.6 million in state funds.

**Impact of The Pharmacy Connection**



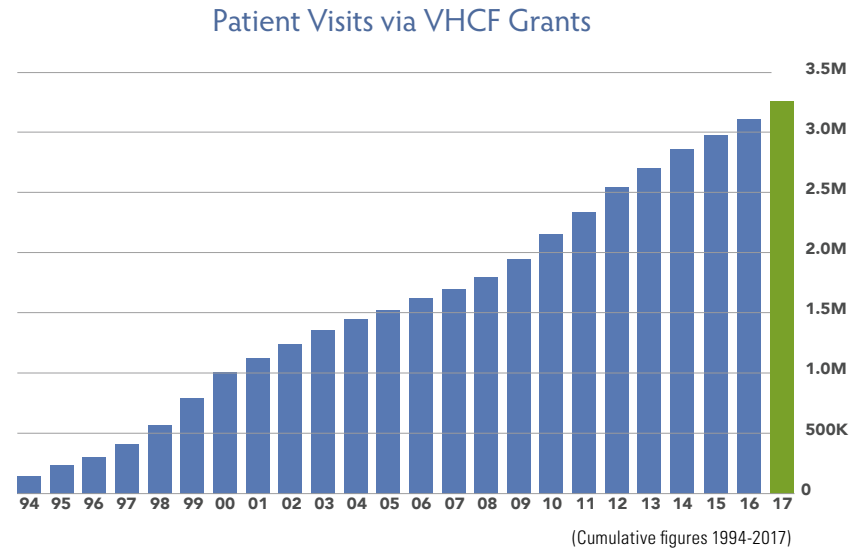
**\$3.8 Billion** Value of free medications  
**319,672** Patients served  
**4,844,733** Prescriptions filled

In addition, VHCF led the effort to establish the RxPartnership (RxP) 14 years ago to make free PAP medicines available more quickly from the clinics and centers that have licensed pharmacies. RxP provided patients with \$29.5 million (AWP) in free medicines last year from GlaxoSmithKline, Merck, Novartis, AbbVie, 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 several 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 safety net budgets for prescription medicines,





which had been flat for years, are suddenly growing quickly. Accordingly, 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 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 addressed this problem in several ways. It has included portals with the generic discount programs RxOutreach and Xubex in TPC. In FY17, the number of generic prescriptions obtained through TPC increased by 42% from 9,680 to 13,830.

VHCF also created and deployed a special TPC app in FY17 designed to help health safety net providers determine which, if any, medicines needed to treat a patient’s illnesses are free while in the exam room with

a patient. The app also identifies comparable generics for medicines that aren’t free.

The need for prescription assistance will likely continue to grow for 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.

### Making Critical Investments in Mental Health Services

As the vital role of the brain in physical health has become more fully appreciated, it has led to growing recognition of the value of integrating behavioral healthcare with primary medical care. As a result, the demand for behavioral health professionals has never been greater.

Unfortunately, there is a tremendous shortage of mental health professionals throughout much of



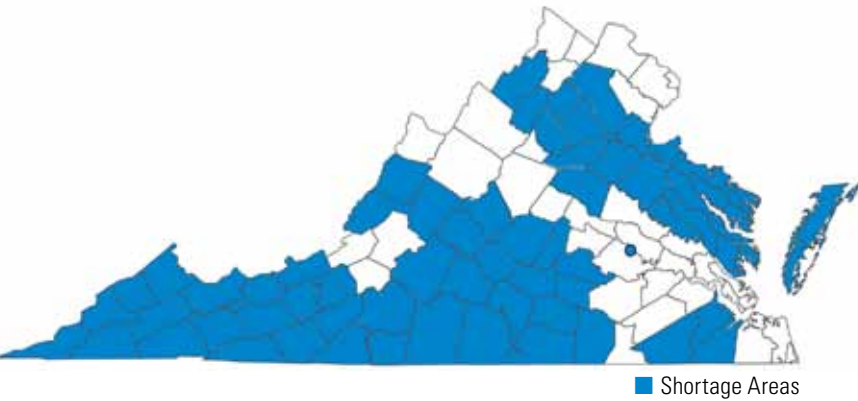
the state, just when they’re needed most. Nearly ¾ of Virginia localities are federally designated mental health professional shortage areas. As a result, recruitment of behavioral health professionals can be very time-consuming, and typically leaves many positions unfilled and many Virginians untreated.

It is no wonder that access to 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. This is especially problematic in Virginia’s healthcare safety net where behavioral conditions such as depression and anxiety are among the top three diagnoses for uninsured patients. Untreated, these



debilitating illnesses often immobilize their victims and are barriers to productivity, family involvement, and engagement in treatment plans for diabetes and other serious chronic conditions with which they co-occur.

Virginia’s Mental Health Professional Shortage Areas



VHCF has invested \$4.6 million in the past seven years to **seed** and expand the delivery of mental health services in Virginia’s healthcare safety net. This year, to mark the Foundation’s 25th anniversary and to help address some significant gaps in behavioral health services, VHCF announced **Beyond Blue**. This multi-pronged behavioral health initiative is designed to: neutralize the effect of depression on diabetes self-management among health safety net patients; address some of the shortage of mental health professionals by increasing the number of Psychiatric Nurse Practitioners (only 213 practice in Virginia); and introduce

a trauma informed approach to care and resiliency training to Virginia’s health safety net providers. This \$1.5 million two-year initiative, which will launch in FY18, is underwritten by a \$500,000 challenge grant from the Collis/Warner Foundation. VHCF’s Founding Funders (Anthem Blue Cross and Blue Shield, Kaiser Permanente, and the Virginia Hospital and Healthcare Association) and other key donors will help meet the required 2:1 match.





## Developing and Nurturing a Dental Safety Net

For those of us who have been accustomed to regular dental care, it is startling to learn how many Virginians have never seen a dentist, and astounding that many people equate teeth with pain! About 50%

of Virginians have no dental insurance. As a result, they must pay for dental care as they would for any service or commodity.

For hardworking families just scraping by, it's no surprise that routine dental care often loses out to immediate necessities like food, rent, or a child's winter coat. Nor is it curious that access to oral health care continues to be among the top issues in many community health needs assessments.

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 recognize the importance of accessible oral healthcare for all Virginians.

To that end, VHCF has invested \$13.1 million in **seed** money to establish a dental safety net in the Commonwealth. Today, there are dental safety net clinics in 68 localities. VHCF has funded 46 of them, including 10 in FY17. While tremendous progress has been made, there are still 66 localities without one.

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 \$2 million in costs in the past 10 years.

These special discount programs plus VHCF's Tooth Talk Roundtables and a wide range of assistance activities have been developed and staffed by a part-time **Dental Opportunities Champion**. This position has been generously underwritten by Delta Dental of Virginia since 2006.

## Giving 95,000 Kids a Strong Foundation for Life

The importance of health insurance for children is indisputable. Numerous studies have documented its link to better health and academic achievement. That's why Virginia's General Assembly established the Family Access to Medical Insurance Security (FAMIS) program in 1998.

It is also why VHCF established **Project Connect** 18 years ago to fund

outreach workers who educate parents about FAMIS and help them apply. Our goal is to ensure that every eligible child ultimately has FAMIS coverage.

FY17 was a wonderful year for our dedicated cadre of 17 Project Connect outreach workers. They helped 7,500 children obtain FAMIS coverage and brought the cumulative total of kids enrolled via Project Connect to 95,000!

Teens are typically the hardest to inform. This led VHCF to partner with the Virginia Department of Education on several initiatives targeted to high school students in FY17. As a result, there is now language about FAMIS on the forms students must complete to participate in school athletics. In addition, a continuing education webinar about the FAMIS program has been created and is now available for

coaches. And, to reach teens directly, information about FAMIS was included in the health and physical education curriculum, a course which all Virginia 9<sup>th</sup> graders are required to take.

In addition to outreach and enrollment, VHCF trains health and human resource 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, nearly 10,900 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

“Value add” has been VHCF’s mantra since inception. The Foundation is constantly on the lookout for ways to leverage tax dollars to make a meaningful difference for uninsured and medically underinsured Virginians.

This approach has resulted in VHCF **seeding** and nurturing the organizations and many innovative initiatives highlighted in this report. It has also enabled the Foundation to leverage an average of more than \$11 in cash, health services, and other in-kind contributions for every \$1 expended since inception.

VHCF not only provides significant value add in its investments, it also practices the value add mantra by keeping administrative costs low. They were only 8.2% in FY17.

When we reflect on VHCF’s 25 years of service, another adage, “With age comes wisdom”, springs to mind. As we set a future course of action for VHCF, we will apply the many lessons learned over the years in hopes of reaching a time when health care for all Virginians is a reality, not a wish.



*Robert M. Blue*  
**Robert M. Blue**  
 (Chairman FY18)



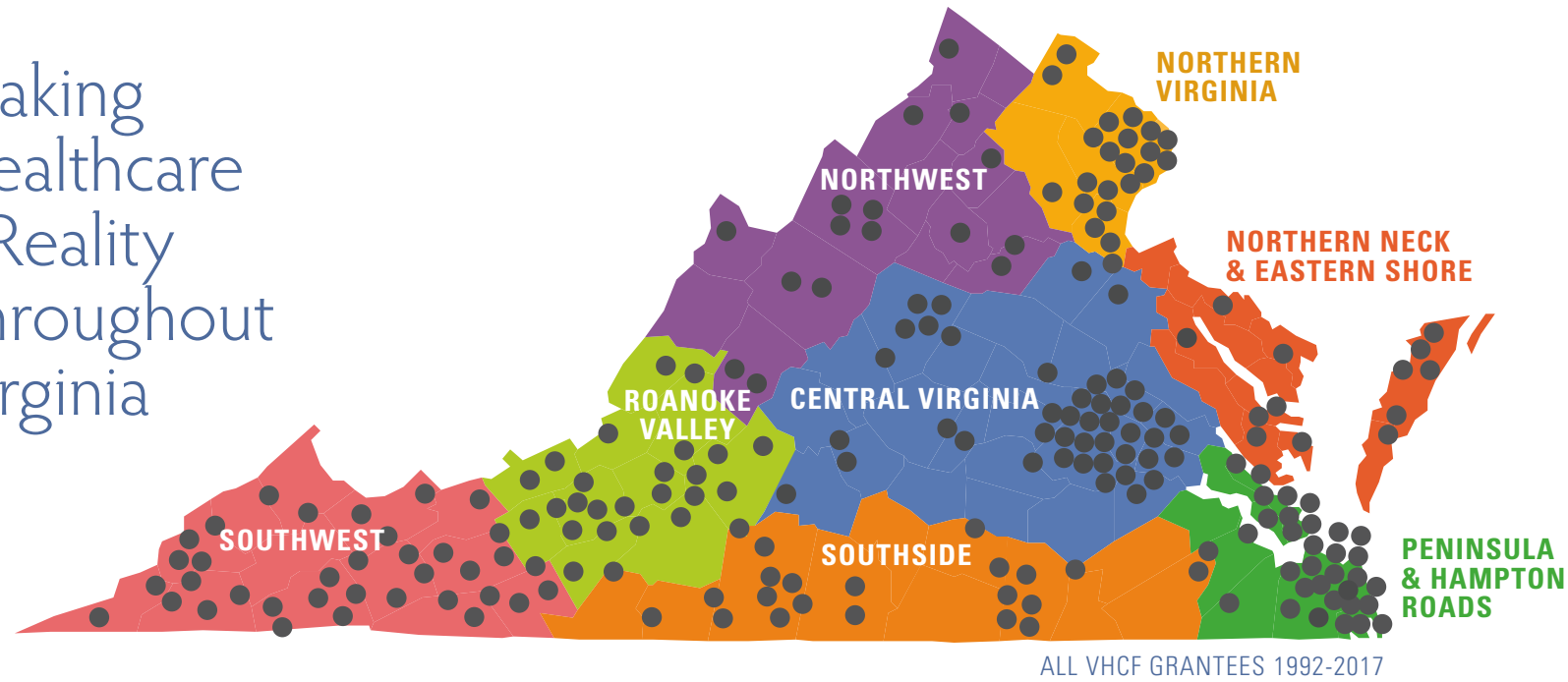
*Ralph L. Howell, Jr.*  
**Ralph L. Howell, Jr.**  
 (Chairman FY17)

VHCF marked its 25<sup>th</sup> anniversary as a public/private partnership by receiving a Commending Resolution on the floor of the Virginia Senate with legislative leaders and many of its former chairmen.

It also recognized its Founding Chairman, U.S. Senator Mark R. Warner, and representatives of the General Assembly’s Joint Commission on Health Care at a special *Heroes in Health Care* event.



# Making Healthcare a Reality Throughout Virginia



## STATEWIDE

Central VA Lions Hearing Aid Bank \*  
Medical Society of Virginia Foundation Rx  
MCV School of Dentistry Mobile Dental Clinic  
UVA Nurse Practitioner Telemedicine Initiative  
Virginia Association of Free and Charitable Clinics \* \* \* \* \*  
Virginia Dental Association/Foundation  
Virginia Community Healthcare Association \* \* \*

## NORTHERN VIRGINIA

Alexandria Community Services Board  
Arlington Community Services Board  
Arlington Free Clinic + +  
Fairfax Community Health Care Network + +  
Fairfax Medical Care for Children Project +  
Fauquier Free Clinic  
Greater Prince William Community Health Center + + + +  
HealthWorks for Northern Virginia – Herndon + +  
HealthWorks for Northern Virginia – Leesburg +  
Inova Partnership for Healthier Kids + + + +  
Inova Pediatric Center + +  
Marymount University Physical Therapy at Arlington Free Clinic +  
Neighborhood Health + + + Rx + + + + +  
Northern VA Dental Clinic  
Northern VA Family Service  
• Loudoun + Rx  
• Prince William Rx Rx

Potomac Hospital +  
Prince William County Community Services Board  
Prince William Pediatric Primary Care +  
Stafford County Public Schools  
• In partnership with Stafford County Department of Social Services

## CENTRAL VIRGINIA

Access Now + +  
Blue Ridge Medical Center + + \* + Rx + +  
Bon Secours Richmond Health System  
• Care-A-Van Mobile Medical Clinic + +  
Buckingham County Rural Mental Health Initiative  
Capital Area Health Network –  
Vernon J. Harris Community Health Center  
Center for Healthy Hearts + Rx  
Central Virginia Health Care Project  
Central Virginia Health Services, Inc. Rx  
• Petersburg Health Care Alliance +  
Charlottesville Area Dental Access  
Charlottesville Free Clinic + + +  
Chesterfield Health District  
Children's Hospital of Richmond at VCU  
ChildSavers  
CHIP of Greater Richmond \* + +  
CrossOver Healthcare Ministry \* + + Rx + + Rx + +  
Daily Planet Rx  
Free Clinic of Central Virginia/MedsHelp + Rx + Rx + +

Freedom House – Greater Richmond Homeless Medical Respite +  
Goochland Free Clinic and Family Services + +  
Hayes E. Willis Health Center + +  
Health Brigade Rx + +  
Henrico Area Mental Health & Development Services  
Henrico County Public Schools  
Irvin Gammon Craig Health Center + + Rx  
Jefferson Area Board for the Aging – Geriatric Assessment/Intervention Team + +  
Johnson Health Services + + + +  
Lloyd F. Moss Free Clinic + + + +  
Louisa County Resource Council + +  
Love of Jesus Clinic +  
Rappahannock Area Health District – Caroline Caries Program + +  
Richmond City Health District + + + +  
Senior Connections Rx  
Thomas Jefferson CHIP Program \*  
United Way – Thomas Jefferson Area + + Rx + +  
Virginia Commonwealth University Health System + +  
Virginia Treatment Center for Children

## NORTHERN NECK AND EASTERN SHORE

Accomack County School-Based Dental Program + +  
Bay Aging \*  
Central Virginia Health Services, Inc. –  
Westmoreland Medical Center + + + +  
Eastern Shore Community Services Board

Eastern Shore Rural Health System + Rx + + \*  
• Onley Community Health Center + +  
• Atlantic Community Health Center  
Eastern VA Telemedicine Network  
Gloucester-Mathews Care Clinic Rx Rx  
Lackey Clinic Rx Rx + Rx + +  
Ledwith Lewis Free Clinic +  
Middle Peninsula Northern Neck Community Services Board  
Northampton County School-Based Dental Program  
Northern Neck Free Health Clinic + + Rx + +

## PENINSULA AND HAMPTON ROADS

Access Partnership  
American Red Cross of Southeastern VA –  
Partners in Dental Care  
Beach Health Clinic + + Rx  
Catholic Charities of Eastern Virginia Rx  
Central Virginia Health Services, Inc.  
• Charles City Regional Health Services Rx  
• King William Dawn Community Doctors Rx  
Chesapeake Care Clinic  
Chesapeake Health Dept.  
CHIP of South Hampton Roads \* + +  
Colonial Behavioral Health Rx  
Community Free Clinic of Newport News + +  
Consortium for Infant and Child Health + +  
EVMS Resource Mothers Program \*  
Hampton Ecumenical Lodgings and Provisions, Inc. (HELP Free Clinic) Rx  
Hampton Roads Community Health Center (Norfolk)  
Horizon Health Services – Surry Medical Center  
Jewish Family Services of Tidewater  
Maryview Foundation Healthcare Center + Rx  
Norfolk Department of Public Health  
Olde Towne Medical and Dental Center + + Rx + +  
Oral Health Improvement Coalition of South Hampton Roads  
Peninsula Agency on Aging MedTran Project \*  
The Planning Council + +  
Portsmouth Adult Care Clinic +  
Riverside Health System Foundation – Project CARE +  
Sentara Medical Group +  
Southeastern Virginia Health System + Rx + +  
• Stoneybrook Physicians Rx  
• Virginia Beach Family Medical Center Rx  
South Norfolk Health Center/Chronic Care Adult Clinic +  
The STOP Organization + +  
Western Tidewater Free Clinic Rx + +

## SOUTHSIDE

Central Virginia Health Services, Inc.  
• Alberta Family Health Services  
• Charlotte Primary Care + + + +  
Community Memorial Hospital + + Rx

Danville-Pittsylvania Community Services  
Free Clinic of Danville + +  
Halifax Regional Development Foundation, Inc. Rx + +  
Health Care on the Square – Boydton Medical Center Rx + +  
Horizon Health Services – Waverly Medical Center  
Lake Country Area Agency on Aging  
Martinsville/Henry County Coalition for Health & Wellness Rx + + + +  
Piedmont Access to Health Services (PATHS) Rx  
• PATHS Community Dental Center – Boydton  
Pittsylvania County Community Action, Inc.  
Southern Dominion Health System Rx  
• Lunenburg Community Health Center + + \* +  
Stony Creek Community Health Center +  
Virginia Western Community College  
Telemedicine Dental Hygiene Initiative  
West Piedmont Health District  
Western Tidewater Health District Children's Dental Clinic

## SOUTHWEST

Bland County Medical Clinic  
Brock Hughes Free Clinic + + +  
Clinch River Health Services + +  
Cumberland Plateau Health District  
The Health Wagon +  
Lenowisco Health District + Rx \*  
Lonesome Pine Office on Youth  
Mel Leaman Free Clinic +  
Mendota Community Association Health Clinic  
Mt. Rogers Medication Assistance Program Rx  
Mountain Empire Older Citizens, Inc. Rx  
Mountain States Health Alliance Rx  
Norton Community Hospital \*  
People, Inc. of Southwest Virginia \* +  
Southwest VA Community Health Systems, Inc.  
• Meadowview Health Clinic + +  
• Southwest Virginia Regional Dental Center  
• Tazewell Community Health Center  
• Twin City Medical Center – Bristol Telemedicine  
• Whitetop Community Health Center +  
Stone Mountain Health Services  
• Clinchco Dental Center  
• Konnarock Family Health Center +  
Tri-Area Community Health at Laurel Fork  
UVA/Southwest VA Alliance for Telemedicine

## ROANOKE VALLEY

Alleghany Highlands Community Services Board  
Bedford Community Health Foundation  
• Bedford Children's and Adult Dental Clinic  
• Bedford Ride Program \*  
Bradley Free Clinic

Carilion Clinic  
• Pediatric Dental Program  
• Pediatric Practices  
Carilion Giles Memorial Hospital Rx  
CHIP of Roanoke Valley \*  
College of Health Sciences' Physician Assistant Program +  
Community Health Center of the New River Valley + + +  
• Giles Community Health Center +  
Free Clinic Consortium of the New River Valley \*  
Free Clinic of Franklin County Rx + + + +  
New Horizons Healthcare Rx + + \*  
Mental Health Association of the New River Valley  
Monroe Health Center – Craig County Health Center + + +  
New River Valley Medication Assistance Program Rx  
New River Valley Senior Services MedRide \*  
Project Access of the Roanoke Valley +  
Project Together (Blue Ridge Community Services) \*  
Radford University + + + +  
Rescue Mission of Roanoke +  
Riverside Health Center + +  
Roanoke Adolescent Health Partnership +  
Southwest Virginia Community Health Systems, Inc. –  
Center for Family Health +  
Tri-Area Community Health Rx  
• Tri-Area Community Health Center at Ferrum +  
• Tri-Area Community Health Center at Floyd +

## NORTHWEST

Augusta Health Foundation Rx  
Augusta Regional Dental Clinic + +  
Augusta Regional Clinic + + + +  
Blue Ridge Area Health Education Center \* +  
Free Medical Clinic of Northern Shenandoah Valley, Inc. + + Rx + + \*  
Harrisonburg Community Health Center + +  
Harrisonburg-Rockingham Dental Clinic  
Harrisonburg-Rockingham Free Clinic + + + +  
Highland Medical Center + Rx + +  
Orange County Free Clinic + + Rx  
Piedmont Regional Dental Clinic  
Rappahannock-Rapidan Community Services Board Rx  
Rockbridge Area Community Services  
Rockbridge Area Health Center + + + + +  
Shenandoah Community Health Clinic + + + + + Rx  
St. Luke Community Clinic +  
UVA – Greene County School-Based Nursing Clinic +

**KEY**  
Building/Renovation  
Child Health Insurance  
Dental  
Medical Care  
Medication Assistance  
Behavioral Health  
Technology  
Other Type of Grant



VHCF Consolidated Statements of Financial Position

June 30, 2017 and 2016

Assets	2017	2016
Current assets:		
Cash and cash equivalents	\$ 2,650,871	\$ 1,700,665
Investments	10,849,627	9,855,503
Appropriations receivable	4,580,571	5,725,714
Interest receivable	19,032	19,003
Contributions receivable	830,066	1,005,579
Prepaid expenses	16,233	14,628
Total current assets	18,946,400	18,321,091
Property and equipment, net	25,720	24,412
<b>Total assets</b>	<b>\$18,972,120</b>	<b>\$18,345,503</b>
<b>Liabilities and Net Assets</b>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 38,326	\$ 89,850
Accrued rent	21,545	24,969
Grants payable	4,606,919	4,605,393
Total current liabilities	4,666,790	4,720,212
Total liabilities	4,666,790	4,720,212
Net assets:		
Unrestricted	6,953,463	5,054,448
Temporarily restricted	7,294,406	8,570,843
Permanently restricted	57,461	-
Total net assets	14,305,330	13,625,291
<b>Total liabilities and net assets</b>	<b>\$18,972,120</b>	<b>\$18,345,503</b>

Audited financial statements and report in its entirety available upon request.

VHCF Consolidated Statements of Activities

June 30, 2017 and 2016

	2017				2016		
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Unrestricted	Temporarily Restricted	Total
Support and revenue:							
Appropriations	\$	\$ 4,445,538	\$	\$ 4,445,538	\$	\$ 4,580,571	\$ 4,580,571
Contributions	150,883	1,295,104	57,461	1,503,448	125,508	892,597	1,018,105
Contract revenue		757,166		757,166		1,467,515	1,467,515
Investment income	571,684			571,684	256,509		256,509
Unrealized net gains on investments	465,562			465,562	16,206		16,206
Other income	307,956			307,956	116,078		116,078
Total support and revenue	1,496,085	6,497,808	57,461	8,051,354	514,301	6,940,683	7,454,984
Net assets released from restriction	7,774,245	(7,774,245)			5,505,838	(5,505,838)	
Expenditures:							
Program services – grants	6,705,436			6,705,436	6,878,961		6,878,961
Supporting services:							
Management and general	480,570			480,570	509,073		509,073
Fundraising	185,309			185,309	82,858		82,858
Total expenditures	7,371,315			7,371,315	7,470,892		7,470,892
Change in net assets	1,899,015	(1,276,437)	57,461	680,039	(1,450,753)	1,434,845	(15,908)
Net assets, beginning of year	5,054,448	8,570,843		13,625,291	6,505,201	7,135,998	13,641,199
<b>Net assets, end of year</b>	<b>\$ 6,953,463</b>	<b>\$ 7,294,406</b>	<b>\$ 57,461</b>	<b>\$14,305,330</b>	<b>\$ 5,054,448</b>	<b>\$ 8,570,843</b>	<b>\$13,625,291</b>

Audited financial statements and report in its entirety available upon request.



## BOARD OF TRUSTEES

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Rachel L. Rees <i>Deputy Director of Programs &amp; Operations</i>	Andrea L. Lancaster <i>Program Officer</i>
Michelle N. Barnett <i>Medication Assistance Program Officer</i>	Cristi S. Lawton <i>Fund Development Manager</i>
Kimberly A. Bemberis <i>Director of Administration &amp; Technology</i>	Kari L. Parkhurst <i>Grants Administrator</i>
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Anne W. Faszewski <i>Interim Director of Finance</i>	Norma A. Ryan <i>Application Specialist</i>
Lisa M. Hueston <i>The Pharmacy Connection Program Coordinator</i>	Juliet R. Tinsley <i>The Pharmacy Connection Program Manager</i>
Cat A. Hulburt <i>Senior Program Officer</i>	Ally Singer Wright <i>Dental Opportunities Champion</i>

# It Takes More Than a Wish

## Thank you!

The **Virginia Health Care Foundation** (VHCF) 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 700,000 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.





VIRGINIA  
HEALTH CARE  
FOUNDATION

707 East Main Street, Suite 1350  
Richmond, Virginia 23219  
(804) 828-5804

# 25 years of sowing and nurturing seeds...

vhcf.org



**BB&T**

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