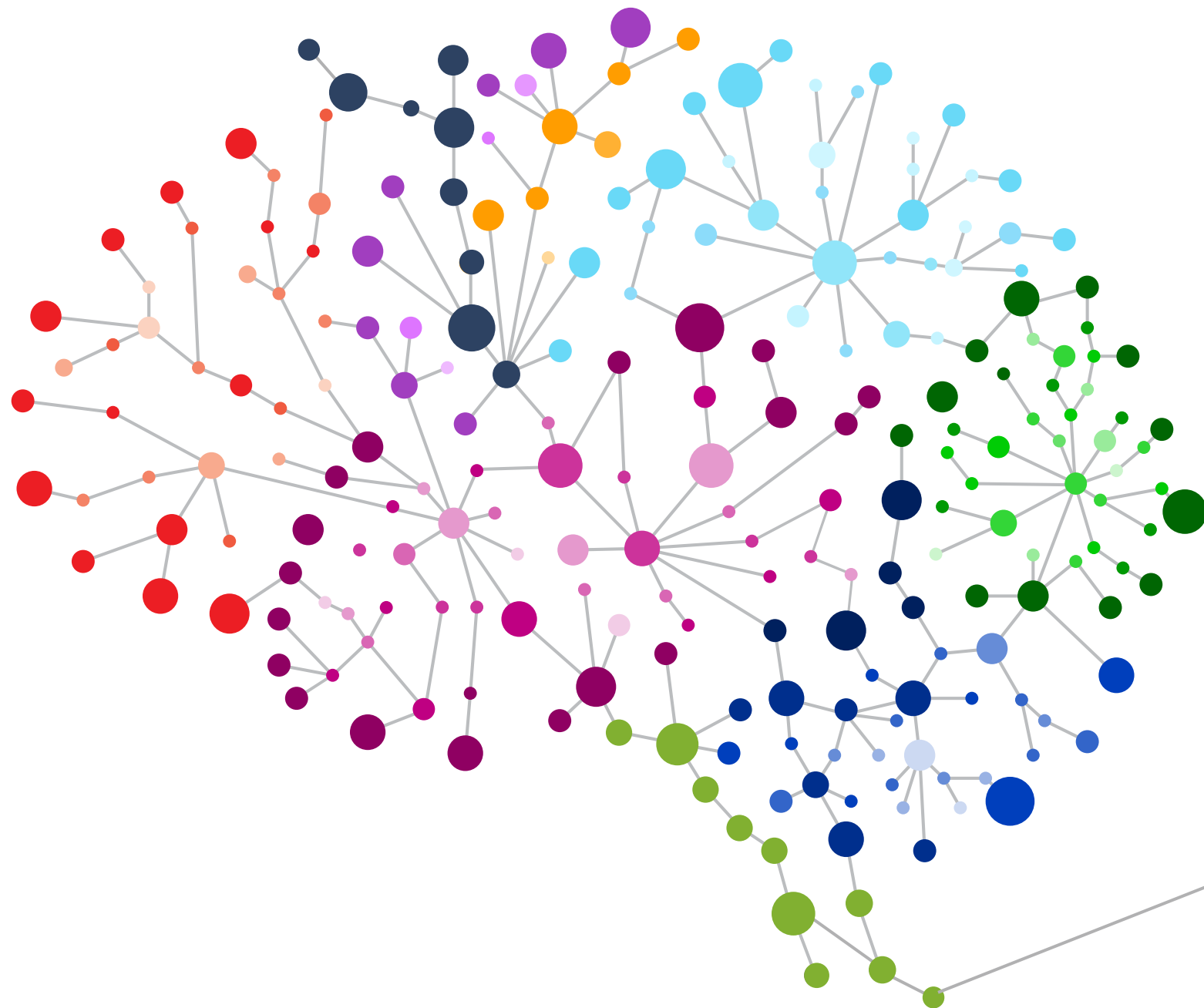


WHEN LOGIC & CREATIVITY WORK TOGETHER...



VIRGINIA
HEALTH CARE
FOUNDATION



INNOVATION THRIVES!

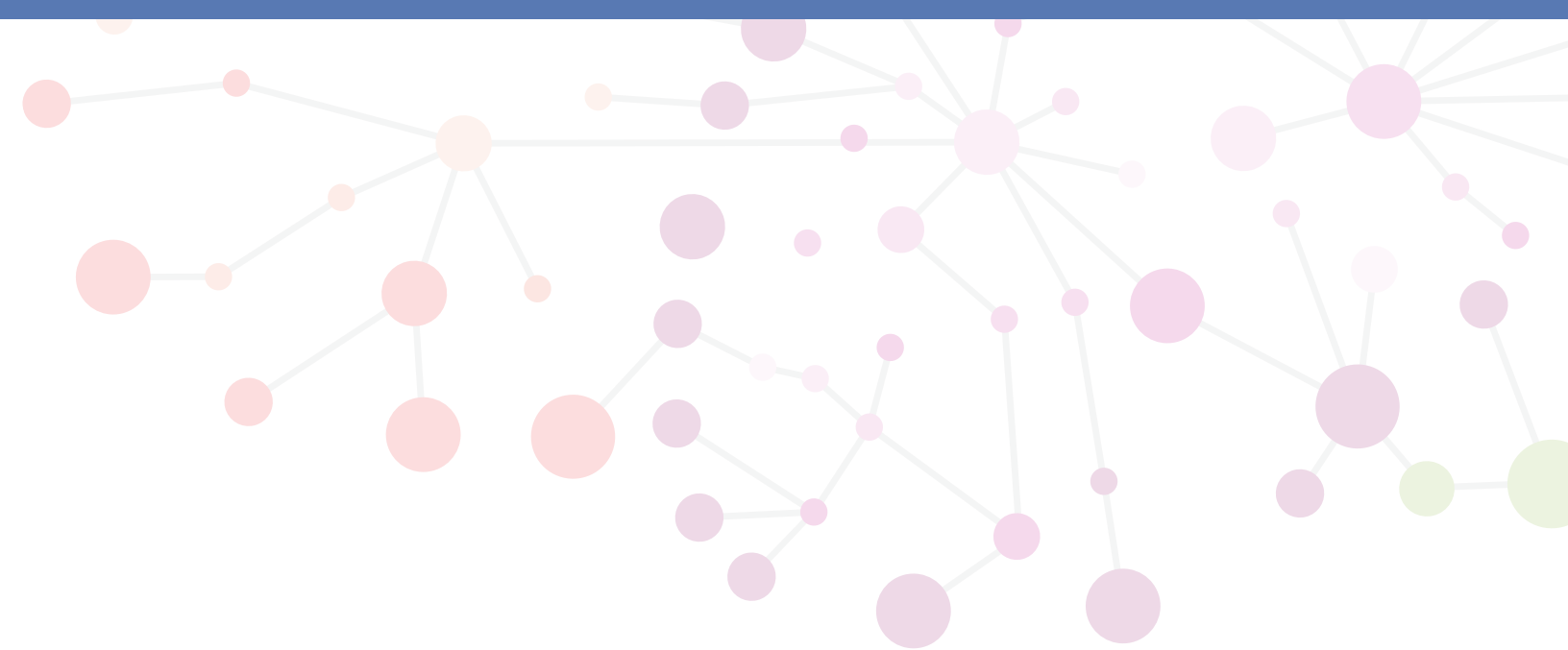
● It's all about connecting the dots.

A problem or need is identified. Research is conducted.
Data are reviewed. Information is exchanged.

All are interwoven with a dose of fresh thinking and
a passion for results.

VOILA! A new initiative or technology is created!

INNOVATION – it's in the Virginia Health Care
Foundation's DNA. And, it's always directed to helping
uninsured and medically underserved Virginians obtain
the health care they need...



● PROBLEM: Unaffordable Medicines

Prescription medicines are critical to managing many chronic diseases. They also are beyond the financial reach of many Virginians. Brandname pharmaceutical companies' Patient Assistance Programs can be lifesavers, but the forms and eligibility criteria for each vary and are too time-consuming for many health safety net sites to complete.

● INNOVATION:

VHCF created ***The Pharmacy Connection*** (TPC) – first of its kind software that dramatically streamlines the application, delivery, renewal, and reporting processes for each patient and each prescription.

● RESULT:

More than 35,000 chronically ill Virginians obtained 159,000+ free prescriptions via TPC with a value of \$302 million in FY19 alone!



THE PHARMACY CONNECTION





● **PROBLEM:** Eligible Virginians Missing Out On Health Insurance

Health insurance can't help, if no one knows about it. While Virginia recently expanded Medicaid for 400,000 adults, funding to get the word out was limited. Many of those newly eligible knew nothing about the new coverage and were missing out on care.

● **INNOVATION:** ***SignUpNow** (SUN)*, an in-depth training to prepare health and human services professionals to assist with the Medicaid application process, was redesigned. Originally created as a collaborative effort between VHCF and key public and private stakeholders to reach those eligible for the state's children's health insurance programs, VHCF retooled and relaunched the initiative with the new Medicaid coverage in mind.

● **RESULT:** In the fastest program rollout in VHCF history, more than 2,500 social workers, in-home visitors, community health workers, and others received training at one of *65 SUN workshops throughout the state – all in just 8 months!* Many of these *SUN* graduates are now assisting with applications and getting the word out about this valuable new coverage.

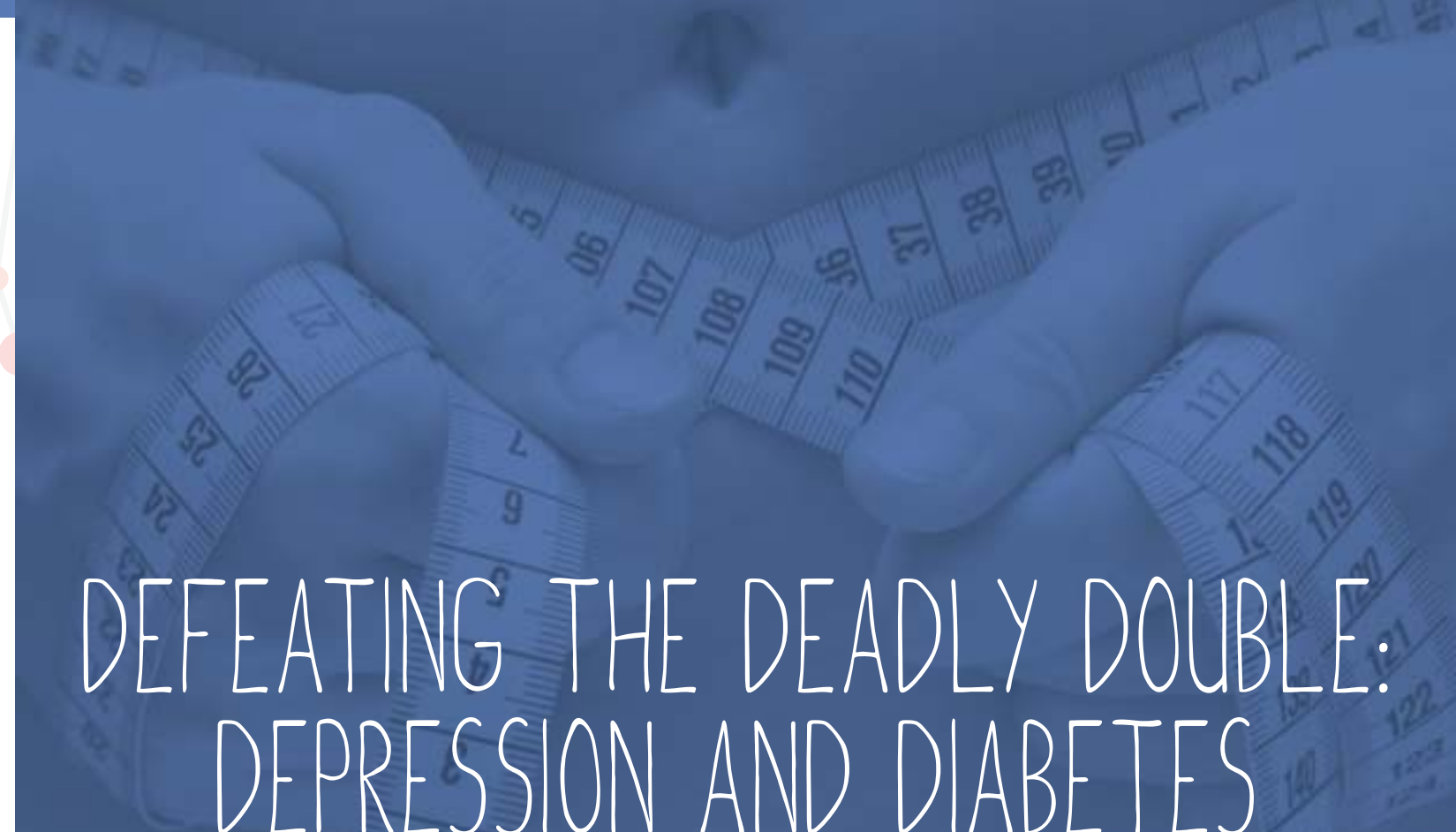


●● PROBLEM: A Treatment Void for Diabetic Patients

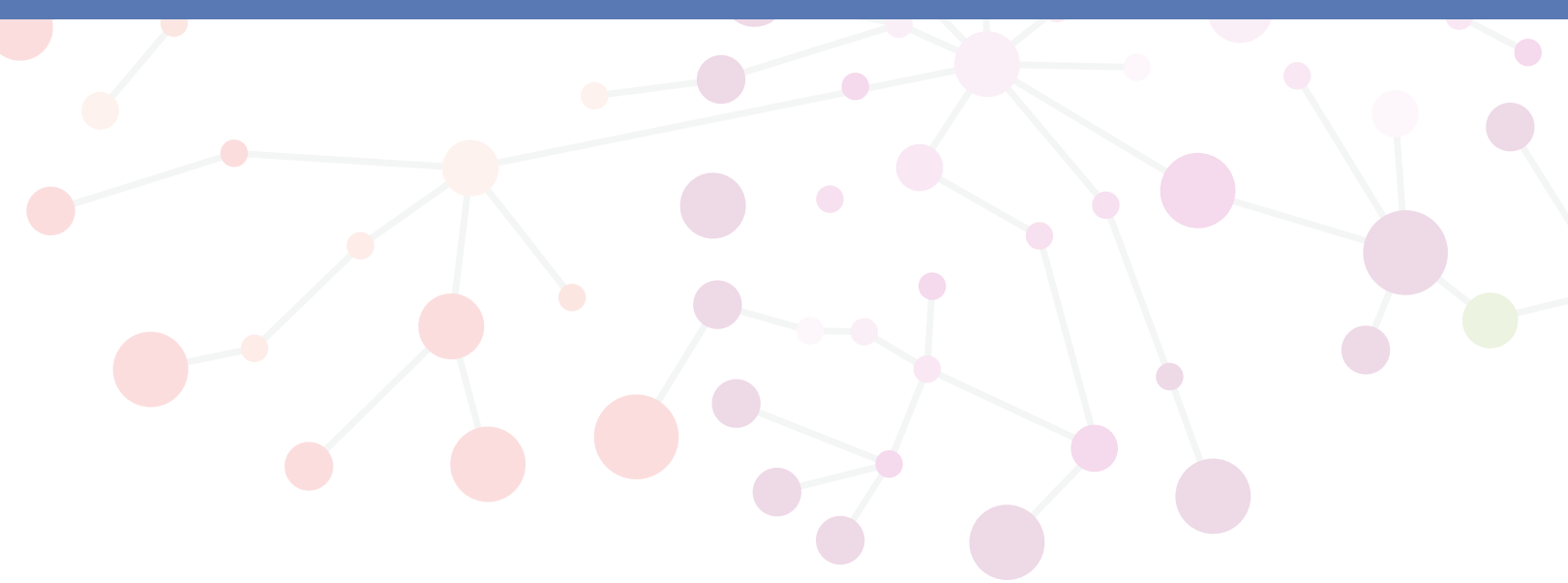
Diabetes cannot be managed by medicine alone. Diet and exercise play crucial roles as well. For a large percentage of uninsured diabetics, undiagnosed depression impedes their ability to make these vital lifestyle changes, putting them at risk of severe health consequences. Despite this important connection, few health safety net medical practices routinely screen diabetic patients for depression.

● INNOVATION: VHCF created ***Defeating the Deadly Double: Depression and Diabetes***. This special two-year initiative is helping five health safety net medical practices change their protocols, workflows, and daily practices to ensure that all diabetic patients with depression are identified and receive needed mental health treatment.

● RESULT: Success is weighed in more than just lower levels of depression. After just 15 months, these practices have seen significant reductions in blood sugar levels and body mass index among the 750 participating patients. *Altogether, patients have lost more than 2,698 pounds!*



ERASING THE DENTAL DEFICIT



● PROBLEM: Poor Access to Dental Care

A dental visit, even for routine care, is too costly for millions of Virginians. The longer they delay screening and preventive care, the more likely they will develop serious oral health problems. Untreated gum disease can exacerbate diabetes, hypertension, and other medical conditions, and even threaten the health of pregnant mothers and their babies. Without dental insurance, finding affordable dental care can seem impossible.

● INNOVATION: VHCF launched its ambitious **Erasing the Dental Deficit** campaign. It is dedicated to helping establish a dental safety net clinic in each of Virginia's 133 localities.

● → RESULT: To date, VHCF has invested \$15.5 million in the creation of dental safety net clinics in 53 localities. This includes more than \$1 million in FY19.



VIRGINIA HEALTH CARE FOUNDATION DONORS

JULY 1, 2018 - JUNE 30, 2019

PREMIER PARTNER EXTRAORDINAIRE

(\$1 million+)

Sentara/Optima Health

PREMIER PARTNERS

(\$300,000 - \$999,999)

Collis Warner Foundation

Tobacco Region Revitalization

Commission

Williamsburg Health Foundation

LEADERSHIP PARTNERS

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Danville Regional Foundation

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Entertainment, LLC

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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

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 list above reflects gifts over \$100 received
between July 1, 2018 and June 30, 2019.
We have taken great care to ensure the
accuracy of this list and deeply regret any
errors or omissions. Should corrections be
necessary, please contact Kimberly Separ
at (804) 828-5804.

Some innovations turn a profit.
Some turn heads.
Ours turn lives around.

At the Virginia Health Care Foundation (VHCF), we've had a front row seat from which to see the difficulties and often heartbreaking consequences many hardworking Virginians experience due to their inability to obtain needed health care.

It's very motivating.

Over the years, that motivation, combined with an entrepreneurial spirit and a founding charge to innovate, has resulted in the development of an array of cutting edge initiatives. These have provided more than 700,000 Virginians access to needed health care, enabling them to maintain their jobs and care for their families.

As a public/private partnership, VHCF's approach has been to align with the Commonwealth's health priorities wherever possible. With the State's approval of an increase in Medicaid eligibility criteria, VHCF made assisting enrollment of newly eligible Virginians a top priority in FY19.



Maximizing Enrollment in Medicaid

From the moment the authorizing legislation was signed, VHCF has been "all in" to help expansion of Virginia's Medicaid coverage "be all that it can be."

With the help of a new partnership with the Tobacco Region Revitalization Commission, VHCF nearly doubled the number of its outreach workers who assist eligible Virginians with the completion of Medicaid applications. Matching funds were provided by the Danville Regional Foundation, The Harvest Foundation, Sentara Healthcare, and the Virginia Department of Medical Assistance Services (DMAS).

VHCF also provided new tools and special training to the medication assistance caseworkers (MACs) it funds so they could help their patients apply for Medicaid. Through the work of the outreach workers and MACs combined, more than 11,000 newly

eligible Virginians obtained Medicaid coverage in an eight-month period.

Recognizing that it would take more than a small cadre of outreach workers to help all who need application assistance, VHCF totally revamped its **SignUpNow** curriculum (p. 5) and trained a corps of 2,500 health and human services staff to help their patients/clients.

At the same time, VHCF received a generous grant from Optima Health to complement the state's marketing for the new coverage. This funding was

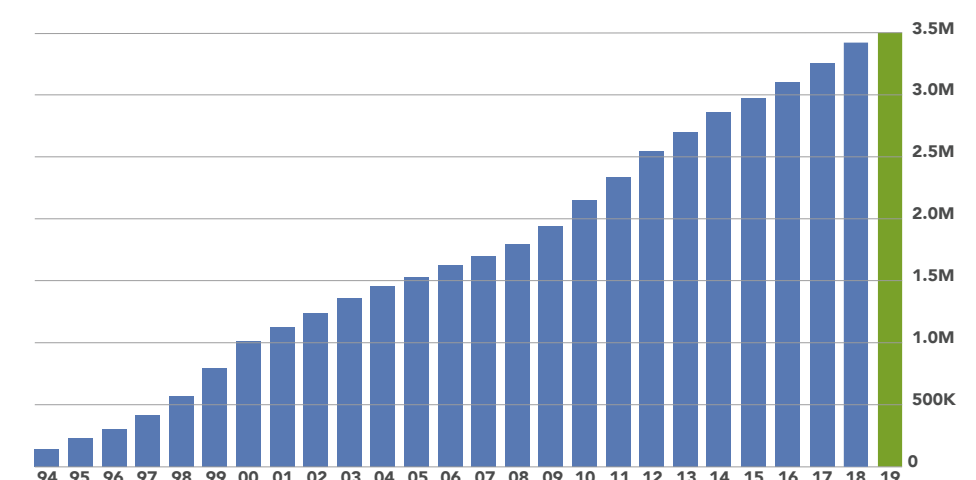
used to develop a marketing campaign in Southside and Southwest Virginia, the two regions of the state with the highest rates of uninsurance.

We continue to collaborate with DMAS and the Virginia Department of Social Services to help the state's application systems and processes be as understandable and user friendly as possible.



Leaving no stone unturned, VHCF has also helped expand and develop more medical practices that accept Medicaid so that there is sufficient capacity for those newly eligible. It awarded grants to several health centers and clinics to hire additional providers, and provided business planning assistance to the free clinics interested in becoming hybrid clinics and Medicaid providers.

PATIENT VISITS VIA VHCF GRANTS





Brighter Days Possible initiative, which was launched at the end of FY19, focuses on elevating the degree of behavioral health integration in some of Virginia’s mental health professional shortage areas and using telemental health to provide behavioral health services. This innovative initiative is underwritten by a generous \$1 million grant from Sentara/Optima Health.

Building Resilience After Trauma

One effect of unaddressed childhood trauma can be adverse physiological changes that stay with the child for life and result in significant health problems and even premature death as an adult. Recognizing this, the state has made it a priority to incorporate a trauma-informed approach for children in state programs and agencies.

To further the use of this valuable model, VHCF has focused on helping adults affected by unresolved trauma from childhood or beyond. The Foundation has developed a special tool that counselors and trained staff can use to help patients discuss past traumas and develop resilience traits and skills.

This tool, a customized deck of playing cards, was developed in partnership with the Community Resilience Initiative in Walla Walla, Washington. Although VHCF initially targeted the cards and accompanying guidebook to Virginia’s health safety net organizations, it has expanded the scope of its trainings and distribution to a variety of state and local organizations throughout the Commonwealth.

A growing number of Virginians are now benefitting from the conversations and personal resilience plans stimulated by use of this innovative tool.

Producing More Behavioral Health Professionals

At this time when a growing number of Virginians recognize the importance and value of obtaining behavioral health services, 75% of Virginia localities are designated mental health professional shortage areas. This means that there are not enough mental health professionals to provide needed services. Unfortunately, this shortage is projected to get worse as the large numbers of behavioral health professionals who are at or near

Prioritizing Mental Health

Another priority for the Commonwealth is revamping Virginia’s public mental health system, with special focus on helping those with Serious Mental Illness. State leaders have invested

significant intellectual and financial resources in this endeavor. VHCF has complemented those efforts over the past ten years, with a variety of innovative initiatives targeted to those with more basic behavioral health issues like anxiety and depression.



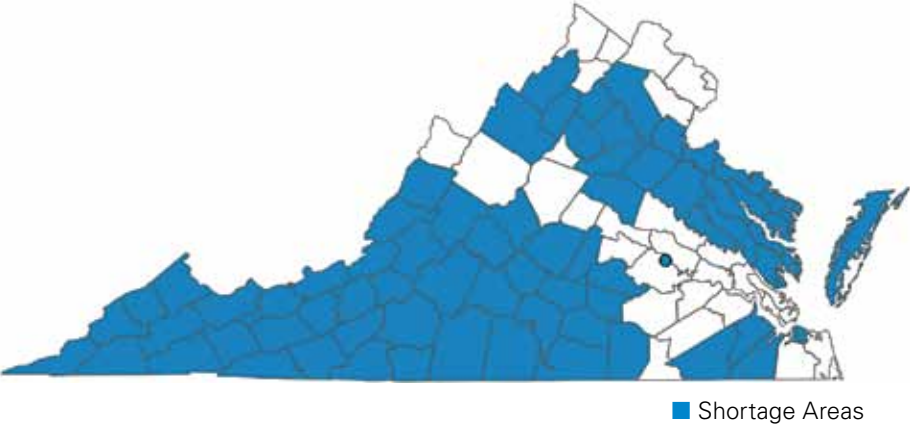
Integrating Behavioral Health

It is widely acknowledged that integrating mental health services with the delivery of primary medical care is the most effective way to identify and begin to address behavioral health issues. VHCF introduced this approach to Virginia’s health safety net practices and community services boards in 2009. It has continued to promote, fund, and provide technical assistance to elevate the degree of behavioral health integration in health safety net practices as the state has incorporated the approach into its Medicaid and STEP Virginia programs.

The Foundation’s **Defeating the Deadly Double: Depression and Diabetes** initiative (p. 6) focuses on integrating care for a targeted group of patients whose overall physical health is affected by a specific mental health issue. Most recently, VHCF’s *Making*



VIRGINIA'S MENTAL HEALTH PROFESSIONAL SHORTAGE AREAS



retirement age stop practicing and there are not enough in the pipeline to replace them.

To help address this, VHCF has focused on increasing the number of Psychiatric Nurse Practitioners (Psych NPs) via **Virginia Scholars**, a special Psych NP scholarship program. The Foundation pays full tuition and all required fees for any nurse practitioner who returns to school for a post-master's Psych NP certificate. In return, the new Psych NP must work for two years in Virginia's healthcare safety net upon graduation. In FY19, VHCF awarded nine Psych NP scholarships, bringing the grand total of scholarships awarded to 19.

Why Psych NPs? Other than psychiatrists, they are the only mental health professionals trained and licensed to prescribe the medicines that are often needed to help address many behavioral health conditions. The time it takes to produce a Psych NP is much shorter (2 years) and less costly than other behavioral health providers. There are only 225 licensed to practice in Virginia – half of the state's localities don't have one, and demand for them is strong.

Making Needed Medicines Available

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.

While 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. They are the "functionally uninsured." With the combination of increasing deductibles plus the rising prices of generic and brandname medicines, the need for medication assistance has become pervasive.

Recognizing the vital importance of prescription medicines, VHCF made medication assistance a priority in its early years. In 1998, VHCF developed **The Pharmacy Connection** (TPC),

VHCF's first big innovation. TPC is a web-based software that expedites access to the free chronic disease medicines offered by the brandname pharmaceutical companies' Patient Assistance Programs (PAPs) (p. 2). Since inception, TPC has generated \$5.6 billion in free medicines for over 344,000 sick, uninsured Virginians.

Over the past six years, as some of the most frequently prescribed PAP medicines became unavailable, VHCF included discounted generic medicines in TPC. The Foundation also created a TPC app, that providers can use while they are in the exam room to determine whether a free or low cost medicine is available to help the patient they are seeing.

In FY19, when Virginia expanded its Medicaid eligibility criteria, VHCF included the new Medicaid application in TPC to facilitate application assistance.

While TPC is a valuable tool, it is only productive if there's someone to use it. To that end, the Williamsburg Health Foundation partnered with VHCF 14 years ago to establish and implement the Greater Williamsburg Medication Assistance Program (GWMAP), which funds the salaries of Medication Assistance Caseworkers (MACs) who use TPC and other strategies to help local residents obtain needed medicines.

CUMULATIVE EFFECT OF TPC:



\$5.6 Billion Value of free medications
344,067 Patients served
5,211,221 Prescriptions filled



The success of GWMAP led the General Assembly to fund MACs in other parts of the state 12 years ago via **RxRelief Virginia**. In FY19, all of these MACs worked on parallel tracks to help uninsured patients apply for free medicines and to help those newly eligible for Medicaid apply for coverage. Despite this double load, the RxRelief Virginia MACs helped 17,180 uninsured patients obtain nearly 88,000 free prescriptions with a value of \$139 million Average Wholesale Price (AWP). The GWMAP MACs helped an additional 2,000+ patients obtain free medicines with a value of \$18.6 million AWP.

To further maximize the amount of free medicines available to uninsured Virginians, VHCF led the effort to establish the **Rx Partnership** (RxP) 16 years ago. It enables the 19 free

clinics that have licensed pharmacies to obtain free PAP medicines quickly by ordering them in bulk from participating PAPs. Rx Partnership provided patients with \$14 million in free medicines in FY19 from GlaxoSmithKline, Merck, Novartis, AbbVie, and Pfizer.

RxP also continued to grow its new **Access to Medication Program** (AMP). This is designed to help free clinics that do not have a licensed pharmacy obtain the medicines they need at low prices. Through a collaborative and creative approach, AMP provided generic prescriptions to six clinics through a central-fill pharmacy located at the Lloyd F. Moss Free Clinic in FY19. VHCF provided a significant grant to take the AMP pilot to scale. RxP is now in the midst of determining ultimate costs and a viable sustainability plan for it.

Eliminating "Dental Care Deserts"

It has been shocking to learn that many Virginians with limited means equate teeth with pain. Why? They have no affordable source of dental care, so they go without. These Virginians effectively live in "dental care deserts," leaving them with blinding toothaches and, ultimately, fewer teeth.

At VHCF, because we understand the direct correlation between good oral hygiene and a person's overall health, we have dedicated ourselves to alleviating this problem. Slowly, but surely, we have invested \$15.5 million over the years to help establish a dental safety net in Virginia. Today, 67 of Virginia's 133 localities have dental safety net clinics. VHCF has funded



Governor Ralph Northam with staff from the Virginia Departments of Medical Assistance Services and Social Services to whom he presented *Excellence in Enrollment Awards* for their achievement of enrolling more than 200,000 uninsured Virginians in Medicaid by the first day coverage became effective.

53 of them, including nine in FY19. While great progress has been made, there are still 66 localities without one.

The high costs of dental equipment and supplies make it expensive to operate a dental clinic – even when dentists volunteer. To help address this problem, VHCF forged a partnership with Patterson Dental Company 12 years ago to provide its deepest discount to all Virginia dental safety net clinics, regardless of their size. In FY19, participating clinics saved \$219,000 on the costs of dental equipment, supplies, practice software, and repairs and maintenance through this innovative program. Savings total more than \$2.5 million since the program’s inception.

VHCF also provides training and tools for dental safety net clinics to use with their patients. From oral health integration, to improving business practices, or developing a trauma informed approach to dental care, VHCF continually works to inform

and elevate the delivery of care in Virginia’s dental safety net.

These trainings, the dental safety net discount program, VHCF’s semi-annual Tooth Talk Roundtable, 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.

319,000 Virginians Will Remain Uninsured

With all of the attention being paid to the new Medicaid coverage, it is easy to forget that even with full enrollment of those newly eligible for Medicaid, approximately 319,000 Virginians will remain uninsured. Nearly two-thirds of them are eligible for services from the clinics, health centers, and other similar organizations that comprise Virginia’s healthcare safety net. All of these practices welcome the uninsured, and many free clinics will be able to add new patients as slots open up when current patients move to a Medicaid provider.

The safety net practices will also be available when the incomes of new Medicaid patients increase beyond the Medicaid eligibility threshold of 138% of the Federal Poverty Level and they lose coverage. This happens so frequently with the many hourly employees covered by Medicaid that there is a technical term for it – “churn”. It is not unusual for a person to churn off and on Medicaid several times in a given year.

The healthcare safety net continues to be a vital part of Virginia’s health system. VHCF awarded 20 grants totaling \$1.8 million to health centers and free clinics in FY19 to help expand their scope of services and their capacity to take on more patients. We will continue to help health safety net practices whether they are gearing up to become hybrids, take on greater number of patients, or rebuild their base of uninsured patients after transitioning new Medicaid patients to other practices.

11:1 Leverage

As a public/private partnership, VHCF constantly looks for ways to leverage its tax dollars to deliver a good return on the Commonwealth’s investment, and to provide meaningful relief to uninsured and medically underserved Virginians. This approach has resulted in VHCF leveraging every \$1 spent since inception into an average of more than \$11 in cash, health services, and other in-kind contributions.

We are equally focused on being good stewards. VHCF’s administrative costs were only 9.1% in FY19. In addition, 89% of initiatives funded by the Foundation continued to operate at or above their prior level of performance for at least three years after “graduating from” VHCF support.

The words below were given by health and human services professionals to describe how their patients and clients will feel when they learn that health insurance is now available to them via Medicaid.

Mission-Driven INNOVATION

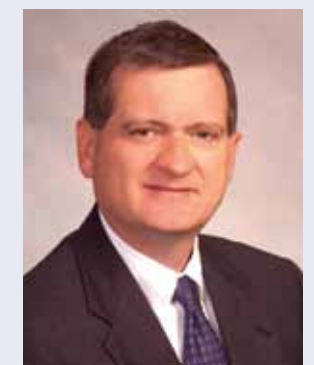
These days, innovation is almost an overused word. For VHCF, however, it has been a constant.

New Medicaid coverage for 400,000 uninsured Virginians is the greatest singular accomplishment in Virginia healthcare in many years. It should make a significant difference in the health and well-being of those who have it.

Coverage is only one facet of access to care, however. Affordability, a sufficient number of providers well-distributed throughout the state, and effective service delivery models are among others. All are areas in which VHCF will continue to innovate as it makes progress toward its goal of ensuring that all Virginians have the healthcare they need. ■



Robert M. Blue
(Chairman FY19)



Thomas R. Byrd
(Chairman FY20)

blessed gratitude
overwhelmed thankful
pleased excited
ecstatic relieved grateful
surprised happy thrilled
greatful

VHCF SUPPORT FOR VIRGINIA'S HEALTHCARE SAFETY NET

(1992-2019)

STATEWIDE

Central VA Lions Hearing Aid Bank ✱
MCV School of Dentistry Mobile Dental Clinic 🦷
UVA Nurse Practitioner Telemedicine Initiative 📺
RxPartnership Rx
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 Medical Care for Children Project +
Fauquier Free Clinic 🦷
GPW 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/Manassas + Rx Rx
NOVA ScriptsCentral +
Potomac Hospital
Prince William County Community Services Board 🦷
Stafford County Public Schools 🦷
• In partnership with Stafford County Department of Social Services 🦷
Youth For Tomorrow 🦷

CENTRAL VIRGINIA

Access Now + +
Blue Ridge Medical Center 🦷 + ✱ + Rx + 🦷
Bon Secours Richmond Health System 🦷
• Care-A-Van Mobile Medical Clinic + 🦷
Capital Area Health Network 🦷
Center for Healthy Hearts + Rx 🦷

Central Virginia Health Services, Inc. 🦷 Rx
• Caroline Children's Dental Program 🦷
• Charles City Regional Health Services Rx
• Hopewell-Prince George Community Health Center 🦷
• King William-Dawn Community Doctors Rx
• Petersburg Health Care Alliance +
Charlottesville Area Dental Access 🦷
Charlottesville Free Clinic 🦷 🦷 + 🦷
Chesterfield Health District 🦷
Children's Hospital of Richmond at VCU 🦷
ChildSavers 🦷
CrossOver Healthcare Ministry ✱ 🦷 + Rx 🦷 🦷 Rx + 🦷
Daily Planet Health Services Rx 🦷
Free Clinic of Central Virginia/MedsHelp + Rx 🦷 Rx 🦷
Goochland Cares + 🦷
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 CHIP ✱
Johnson Health Services 🦷 🦷 🦷
Lloyd F. Moss Free Clinic + 🦷 🦷 ✱
Louisa County Resource Council + 🦷
Richmond City Health District + + + + 🦷
Senior Connections Rx
United Way – Thomas Jefferson Area 🦷 Rx 🦷
Virginia Commonwealth University Health System 🦷 🦷
Virginia Treatment Center for Children 🦷 🦷
Vision to Learn 🦷

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 🦷 🦷 ✱
• Atlantic Community Health Center 🦷
• Eastville Community Health Center 🦷
• Onley Community Health Center + +

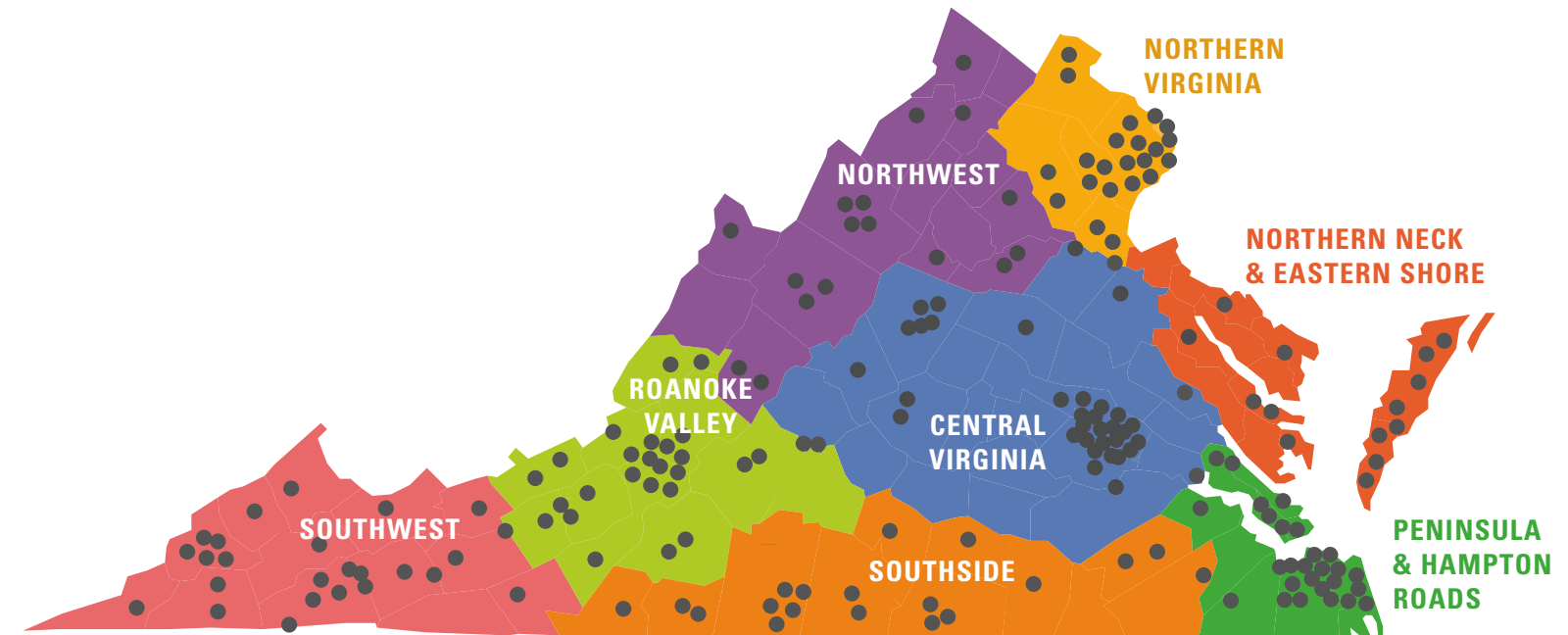
Eastern VA Telemedicine Network 📺
Gloucester-Mathews Care Clinic Rx Rx 🦷
Ledwith-Lewis Free Clinic Rx +
Middle Peninsula Northern Neck Community Services Board 🦷
Northampton County School-Based Dental Program 🦷
Northern Neck-Middlesex Free Clinic + 🦷 🦷

PENINSULA AND HAMPTON ROADS

Access Partnership 🦷
Beach Health Clinic + + Rx
Catholic Charities of Eastern Virginia Rx 🦷
Chesapeake Care Clinic 📺 🦷
Chesapeake Health Department 🦷
CHIP of South Hampton Roads ✱ 🦷
Colonial Behavioral Health Rx
Community Free Clinic of Newport News 🦷 Rx
Consortium for Infant and Child Health 🦷
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 🦷
Lackey Clinic Rx Rx 🦷 Rx 🦷
Maryview Foundation Healthcare Center + Rx
Norfolk Department of Public Health 🦷
Olde Towne Medical and Dental Center + 🦷 Rx 🦷
Peninsula Agency on Aging MedTran Project ✱
The Planning Council 🦷
Sentara Medical Group 🦷
Southeastern Virginia Health System + Rx 🦷
• Stoneybrook Physicians Rx
• Virginia Beach Family Medical Center Rx
The STOP Organization 🦷
Western Tidewater Free Clinic Rx 🦷

SOUTHSIDE

Central Virginia Health Services, Inc.
• Charlotte Primary Care + + 🦷
• Southside Community Health Center 🦷
Danville-Pittsylvania Community Services 📺 / 🦷 🦷
Halifax Regional Development Foundation, Inc. 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
• Lunenburg Community Health Center 🦷 ✱
Stony Creek Community Health Center +
VCU Health Community Memorial Hospital + 🦷 Rx 🦷
Virginia Legal Aid Society 🦷
Virginia Western Community College Telemedicine Dental Hygiene Initiative 📺 / 🦷

SOUTHWEST

Ballad Health – Norton Medication Assistance Program Rx
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 +
Mt. Rogers Medication Assistance Program Rx
Mountain Empire Older Citizens, Inc. 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 📺

Southwest Virginia Legal Aid Society, Inc. 🦷
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 +
• Radford/Pulaski Community Health Center 🦷
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 ✱
Radford University 🦷 🦷
Rescue Mission of Roanoke + 🦷
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 Medical & Dental Clinic + + 🦷
Blue Ridge Area Health Education Center ✱ 🦷
Harrisonburg Community Health Center + 🦷
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 🦷
Sinclair Health Clinic + 🦷 Rx ✱
St. Luke Community Clinic +

KEY	
🦷	Building/Renovation
🦷	Application Assistance for Medicaid/FAMIS
🦷	Dental
+	Medical Care
Rx	Medication Assistance
🦷	Behavioral Health
📺	Technology
🦷	Vision
✱	Other Type of Grant

VHCF CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

June 30, 2019 and 2018

Assets	2019	2018
Current assets:		
Cash and cash equivalents	\$ 1,892,339	\$ 2,804,971
Investments	12,824,771	11,459,967
Government appropriations receivable	5,725,714	4,580,571
Interest receivable	18,645	15,709
Contributions receivable, current portion	719,332	390,566
Prepaid expenses	29,921	30,870
Total current assets	21,210,722	19,282,654
Contributions receivable, net of current portion	125,000	-
Property and equipment, net	23,522	25,419
Total assets	\$ 21,359,244	\$19,308,073
Liabilities and Net Assets		
Current liabilities:		
Accounts payable and accrued expenses	\$ 113,350	\$ 124,604
Accrued rent	7,544	15,755
Grants payable, current portion	4,444,300	5,182,839
Total current liabilities	4,565,194	5,323,198
Grants payable, net of current portion	928,685	-
Total liabilities	5,493,879	5,323,198
Net assets:		
Without donor restrictions	6,936,771	6,668,154
With donor restrictions	8,928,594	7,316,721
Total net assets	15,865,365	13,984,875
Total liabilities and net assets	\$21,359,244	\$19,308,073

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

VHCF CONSOLIDATED STATEMENTS OF ACTIVITIES

June 30, 2019 and 2018

	2019			2018		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Support and revenue:						
Government appropriations	\$ -	\$ 4,580,571	\$ 4,580,571	\$ -	\$ 4,580,571	\$ 4,580,571
Contributions	278,957	3,129,998	3,408,955	180,361	1,116,441	1,296,802
Contract revenue	-	841,438	841,438	-	880,262	880,262
Investment income, net	405,537	-	405,537	539,664	-	539,664
Unrealized net gain on investments	448,101	-	448,101	52,542	-	52,542
Other income	240,926	180,123	421,049	230,086	0	230,086
Total support and revenue	1,373,521	8,732,130	10,105,651	1,002,653	6,577,274	7,579,927
Net assets released from restriction	7,120,257	(7,120,257)	-	6,612,420	(6,612,420)	-
Expenditures:						
Program services - grants	7,473,193	-	7,473,193	7,218,062	-	7,218,062
Supporting services:						
Management and general	509,566	-	509,566	545,555	-	545,555
Fundraising	242,402	-	242,402	136,765	-	136,765
Total expenditures	8,225,161	-	8,225,161	7,900,382	-	7,900,382
Change in net assets	268,617	1,611,873	1,880,490	(285,309)	(35,146)	(320,455)
Net assets, beginning of year	6,668,154	7,316,721	13,984,875	6,953,463	7,351,867	14,305,330
Net assets, end of year	\$ 6,936,771	\$ 8,928,594	\$15,865,365	\$ 6,668,154	\$ 7,316,721	\$ 13,984,875

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

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INNOVATION alone won't change lives...



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.

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

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

OUR ORGANIZATIONAL VALUES

1. 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.

2. 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.

3. 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.

4. 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.



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