WHEN LOGIC & CREATIVITY WORK TOGETHER...
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!
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

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Danville Regional Foundation
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Merck
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PhRMA
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The Medical Society of Virginia
Virginia Association of Health Plans

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Richard L. Grier
Guardian
John H. & Margaret C. Hager Fund*
Ellen McClay Hall

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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

*At the Community Foundation for a greater Richmond

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.
A 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.

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

PATIENT VISITS VIA VHCF GRANTS

12 / VHCF ANNUAL REPORT
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 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.

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.

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
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.

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

<table>
<thead>
<tr>
<th>CUMULATIVE EFFECT OF TPC:</th>
</tr>
</thead>
<tbody>
<tr>
<td>$5.6 Billion Value of free medications</td>
</tr>
<tr>
<td>344,067 Patients served</td>
</tr>
<tr>
<td>5,211,221 Prescriptions filled</td>
</tr>
</tbody>
</table>
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.
## VHCF CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

### June 30, 2019 and 2018

### Assets

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current assets:</strong></td>
<td></td>
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</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$1,882,339</td>
<td>$2,804,971</td>
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<tr>
<td>Investments</td>
<td>12,634,771</td>
<td>11,459,967</td>
</tr>
<tr>
<td>Government appropriations receivable</td>
<td>5,725,714</td>
<td>4,580,571</td>
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<tr>
<td>Interest receivable</td>
<td>18,645</td>
<td>15,709</td>
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<tr>
<td>Contributions receivable, current portion</td>
<td>719,332</td>
<td>390,586</td>
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<tr>
<td>Prepaid expenses</td>
<td>29,921</td>
<td>30,070</td>
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<tr>
<td><strong>Total current assets</strong></td>
<td>$21,210,722</td>
<td>$19,282,854</td>
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<tr>
<td>Contributions receivable, net of current portion</td>
<td>125,000</td>
<td>-</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>23,522</td>
<td>25,619</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$21,359,244</strong></td>
<td><strong>$19,308,073</strong></td>
</tr>
</tbody>
</table>

### Liabilities and Net Assets

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current liabilities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$113,350</td>
<td>$124,604</td>
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<tr>
<td>Accrued rent</td>
<td>7,644</td>
<td>15,755</td>
</tr>
<tr>
<td>Grants payable, current portion</td>
<td>4,444,300</td>
<td>5,182,839</td>
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<tr>
<td><strong>Total current liabilities</strong></td>
<td>$4,565,194</td>
<td>$5,323,189</td>
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<tr>
<td>Grants payable, net of current portion</td>
<td>829,685</td>
<td>-</td>
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<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>5,493,879</strong></td>
<td><strong>5,323,189</strong></td>
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</tbody>
</table>

### Net assets:

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Without donor restrictions</td>
<td>$6,936,771</td>
<td>$8,928,594</td>
</tr>
<tr>
<td>With donor restrictions</td>
<td>6,668,154</td>
<td>15,865,365</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>$13,594,875</strong></td>
<td><strong>$24,793,959</strong></td>
</tr>
</tbody>
</table>

### Total liabilities and net assets

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$21,359,244</strong></td>
<td><strong>$19,308,073</strong></td>
</tr>
</tbody>
</table>

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

## VHCF CONSOLIDATED STATEMENTS OF ACTIVITIES

### June 30, 2019 and 2018

### 2019

<table>
<thead>
<tr>
<th></th>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>Total</th>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Support and revenue:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Government appropriations</td>
<td>$278,957</td>
<td>$3,129,988</td>
<td>3,408,955</td>
<td>180,361</td>
<td>1,116,441</td>
<td>1,296,802</td>
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<tr>
<td>Contract revenue</td>
<td>-</td>
<td>-</td>
<td>841,438</td>
<td>-</td>
<td>880,262</td>
<td>1,760,720</td>
</tr>
<tr>
<td>Investment income, net</td>
<td>405,537</td>
<td>-</td>
<td>406,537</td>
<td>539,864</td>
<td>-</td>
<td>539,864</td>
</tr>
<tr>
<td>Unrealized net gain on investments</td>
<td>448,101</td>
<td>-</td>
<td>448,101</td>
<td>52,542</td>
<td>-</td>
<td>52,542</td>
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<tr>
<td><strong>Other income</strong></td>
<td>240,926</td>
<td>180,123</td>
<td>421,049</td>
<td>230,086</td>
<td>0</td>
<td>230,086</td>
</tr>
<tr>
<td><strong>Total support and revenue</strong></td>
<td>$1,373,521</td>
<td>$7,322,130</td>
<td>10,695,651</td>
<td>$1,002,853</td>
<td>$6,612,420</td>
<td>$7,615,273</td>
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<tr>
<td><strong>Net assets released from restriction</strong></td>
<td>7,120,257</td>
<td>(7,120,257)</td>
<td>-</td>
<td>6,612,420</td>
<td>(6,612,420)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Expenditures:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program services - grants</td>
<td>7,473,193</td>
<td>-</td>
<td>7,473,193</td>
<td>7,218,062</td>
<td>-</td>
<td>7,218,062</td>
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<tr>
<td>Supporting services:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and general</td>
<td>509,566</td>
<td>-</td>
<td>509,566</td>
<td>545,555</td>
<td>-</td>
<td>545,555</td>
</tr>
<tr>
<td><strong>Funding</strong></td>
<td>242,402</td>
<td>-</td>
<td>242,402</td>
<td>136,765</td>
<td>-</td>
<td>136,765</td>
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<tr>
<td><strong>Total expenditures</strong></td>
<td>8,225,161</td>
<td>8,225,161</td>
<td>7,960,382</td>
<td>7,960,382</td>
<td>-</td>
<td>7,960,382</td>
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<tr>
<td><strong>Change in net assets</strong></td>
<td>286,617</td>
<td>1,611,873</td>
<td>1,898,490</td>
<td>(285,309)</td>
<td>(35,146)</td>
<td>(320,455)</td>
</tr>
<tr>
<td><strong>Net assets, beginning of year</strong></td>
<td>6,668,154</td>
<td>7,316,721</td>
<td>13,984,875</td>
<td>6,953,463</td>
<td>7,391,867</td>
<td>14,345,330</td>
</tr>
<tr>
<td><strong>Net assets, end of year</strong></td>
<td><strong>$6,936,771</strong></td>
<td><strong>$8,928,594</strong></td>
<td><strong>$15,865,365</strong></td>
<td><strong>$6,668,154</strong></td>
<td><strong>$7,316,721</strong></td>
<td><strong>$13,984,875</strong></td>
</tr>
</tbody>
</table>

Audited financial statements and report in its entirety available upon request.
INNOVATION alone won’t change lives...

Thank You!

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Norma A. Ryan
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Kimberly R. Separ
Fund Development Manager
Cornelia Sullivan-Dews
Controller
Ally Singer Dews
Dental Opportunities Champion & Special Projects Coordinator

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.

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.

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.