

Free Medical Clinic

of Northern Shenandoah Valley, Inc.



2010 Annual Report

Where do people turn to when they face a devastating disease and have no way to access medical treatment?

Eligibility

- Reside in Winchester, Frederick County or Clarke County
- Have no Health Insurance
- Meet Income Requirements based on the Federal Poverty Level

Clinic Hours

9 AM - 5 PM
Monday through Friday
and Thursday Evenings

Eligibility Screening

1:30 PM - 3 PM
Mondays and Wednesdays
5:30 PM - 7 PM
Thursdays

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Melissa Ritter

David Russell

Mary Sturm, RN

Brian Testerman

Sarah Witt

In-House Services

Acute Clinic

Held Thursday evenings and driven by volunteers, patients are seen for new patient visits and acute care

Daytime Clinic

Monday through Thursday two part-time nurse practitioners provide primary and chronic disease care, supported by part-time staff and volunteer RNs

Diabetes Management Clinic

Diabetes patients are treated through a collaborative partnership between Valley Health Diabetes Management Program, Clinic nurses, and area medical specialists

Gynecology and Women's Health Clinic

On select Thursdays and Fridays, women access annual screenings and medical care from volunteer providers

Orthopedic Clinic

Assessment and specialized treatment are available through the efforts of a volunteer orthopedist on select Mondays

Behavioral Health Clinic

Limited services provided solely by volunteer professionals during this monthly Tuesday evening clinic

Medication Assistance

Prescriptions are acquired through pharmaceutical companies' prescription assistance programs and dispensed through the Clinic's state licensed pharmacy



Sallie Grundman, NP with a Shenandoah University nursing student

Services in the Community

Referrals to Specialists

Specialty medical care offered through partnerships with more than 60 local medical practices

Referrals for Lab Work and Diagnostic Testing

Provided by Valley Health and community partners, and evaluated by physician specialists

Dental Services

Adult acute dental care by volunteer dentists at the Thursday evening Acute Clinic. Children's and Adult dentistry through the Dental Clinic of Northern Shenandoah Valley, Inc.



John Archibald, RPh, Pharmacist-in-Charge

9,046 Total Patient Visits & Rx Pick-up

3,055 Daytime Clinic Patient Visits

1,063 Unduplicated Patients Served

521 New Patient Visits

\$3.6 Million Worth (Retail Value) of Prescriptions Dispensed

2010 Highlights

Pharmacy Expansion

The Clinic moved and expanded its pharmacy space to provide an additional 800 ft² to accommodate the filling counter space needed and required by the Virginia State Board of Pharmacy regulations for storage of medications. Prior to the expansion a majority of the pharmacy inventory was stored in a closet, ventilated by a single-window air conditioning unit. Regulations require the medication inventory be stored in a room with controlled temperature. The move and expansion was made possible with the generous support of donated cabinetry and shelving from American Woodmark.

Patient charts and appointment check-in were moved to former pharmacy space on the 2nd floor. Patient records are now more conveniently located in closer proximity to the medical treatment rooms. Previously charts and check-in were on the 1st floor.

WATTS Medical Referral Program

The Clinic treated 20 clients referred by the WATTS (Winchester Area Temporary Thermal Shelter) mission to help the homeless in our community. The Emergency Room referred one WATTS client after he was treated for a heart attack and needed follow-up care and medication. Other patients seen at the Clinic had a variety of chronic and acute care needs – 4 patients with tooth pain, one patient with chest pain, one needed heart medication, 5 patients had been diagnosed with hypertension (high blood pressure) and needed medications. If not for the generous support of our donors these patients would have no place to go.

VAFC Accreditation Achieved

The Free Medical Clinic became the 16th clinic accredited by the Virginia Association of Free Clinics (VAFC). A VAFC team conducted a rigorous review of financial, management, governance, human resource and volunteer policies and procedures; interviewed staff, Board and volunteers; and inspected the Clinic facility, in an effort to ensure quality and accountability in free clinics across the state.

Wise Woman Pilot Program Site

The Free Medical Clinic served as a site for the new Virginia Wise Woman pilot, a proposed expanded component of the Every Woman's Life breast & cervical cancer early detection program. Wise Woman provides low-income women 40-64 years old with knowledge, skills and opportunities to improve diet, physical activity, and other lifestyle behaviors to prevent, delay or control cardiovascular and other chronic diseases. Terri Kovach, a Clinic volunteer RN was contracted one-day a month to be trained and test the program. In FY2010, the Free Medical Clinic held 10 clinics to screen and educate 30 women in the Wise Woman Program.

VAFC Executive Director Conference Host

In April, the Free Medical Clinic hosted the VAFC's annual Executive Directors Conference in Winchester for leaders of the 58 member clinics. Directors from throughout Virginia addressed the impact of the Health Care Reform Law on free clinics and needs of the uninsured.

Jenny Longerbeam, CFNP

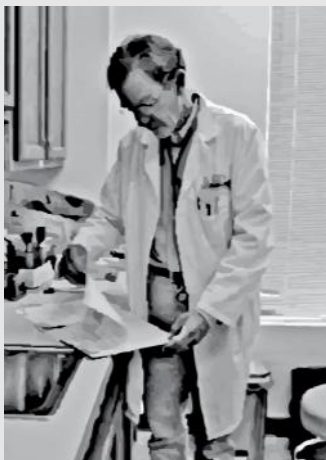
"We are so pleased to have earned this health care seal of approval! Patients can be assured they are receiving top-notch care at the Free Medical Clinic because we have a commitment to excellence."

– Vicki McClelland, Executive Director
on VAFC Accreditation



Providers

Jack Armstrong, MD
 Cyril Barch, MD
 William Bender, MD
 Miriam Birmiel, CFNP
 Emad M. Botros, MD
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 Erin Buettin, DO
 E. Robert Caldwell, III, MD
 John P. Chesson, MD
 Chad L. Dansie, MD
 Cee Ann Davis, MD
 Neal Gaither, MD FACC, FSCAI
 Mark Galbraith, MD



*H. Nelson Gustin, III, MD
 Acute Clinic Volunteer*

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 H. Nelson Gustin, III, MD
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 Drew Hamer, PA
 J. Cullen Hardy, MD, FACC
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 M. Dean Havron, Jr., MD
 Gayland Hethcoat, MD
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 Archie Houser, MD
 Patricia Houser, MD
 Brenda Johnston, NP
 Sherif Kaiser, MD
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 H. George White, Jr., MD

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 Moira Bateman, RN
 Janet Bowers, RN
 Juanita Carter, RN
 Lori Dantzler RN
 Dana Ebeling, RN
 Wendy Fowler, RN
 Irene Frye, RN
 Stephanie Grainger, RN
 Pat Heyland RN
 Suzy Hyland, RN
 Michelle Janeczek, LPN
 Terri Kovach, RN
 Jennifer Longerbeam, RN, NP
 Kristi McClosky, RN
 Janie Mohn, RN
 Shellie Morris, RN
 Luann C Pinckney, RN, NP

Christine Pitts, RN
 Julie Riggleman, RN
 Marcella Shirley, RN
 David P. Simpson, RN
 Rob Spatzer, RN

Dentists

Edward Amos, DDS
 Terry Butterfield, DDS
 Nancy Bollinger, DDS
 Steven Breeden, DMD
 Ben Hanson, DDS
 Thomas Gromling, DDS
 Giovanni Iuculano, DDS
 Tyler Mistr, DDS
 Christabel Sweeney, DDS
 Richard Taliaferro, DDS
 Benjamin L. Tolley, DDS
 Mark Zemanovich, DDS

Pharmacists

Mitsi Lizer, PharmD, BCPP, CGP
 John Massey, RPH
 Ann Palmer, RPH
 Jeff Spray, RPH
 Lokie Voight, RPH

Pharmacy Technician

Steve Zuckerman, CPhT



Mickey Harden, Volunteer since 1986

Interpreters

Christa Doerwaldt
 Natividad Echevarria
 Fernando Galarza
 Sofia Galarza
 Nancy Gomez
 Margaret Miller
 Mark Miramontes
 Vianey Miramontes
 Lidia Pereyra
 Adriana C. Posadas
 Luz Ramirez
 Calvin W. Shabb

Bookkeeper

Pat Phillips

Administrative Volunteers

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 Marianne Biviano
 Carolyn Flax
 Jayne Flax
 Taylor Freeman
 Melissa Glynn
 Chris Hagerty-Hoff
 Kathleen Mettenburg
 Donyele Murray
 Pat Phillips
 Barbara Rupert
 Walt Shaver
 Marilyn Stearns
 Brittany Stewart

Julie Stewart
 Nilesh Virmani

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Russ Fowler, Esq.

Patient Eligibility Screeners

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 Lynda Carpenter
 Mary Margaret Clark
 Gwendolyn Davis
 Erika Francis
 Rodney Gibbons
 Nancy Gomez
 Chris Hagerty-Hoff
 Mickey Harden
 Anthony Lee
 Debbie Lewis

Mark Miramontes
 Vianey Miramontes
 Ellen Morgan
 Casey Myrick
 Barbara Rupert
 Sorapy San
 J.B. Sandefur
 Calvin W Shabb
 William Spires
 Marilyn Stearns
 Corky Strader
 Morghan Taylor
 Richard Teske
 Danielle Westenmeyer



*Corky Strader,
 Patient Eligibility Screener*

When a patient is diagnosed with a complex condition and expert medical attention is needed, access to care is essential. The Free Medical Clinic removes barriers to care through our partnerships in the medical community. These volunteer medical specialists and pro-bono services are at the heart of healing.

Advanced Pain Relief Centers
 Arthritis and Osteoporosis
 Center of Northern Virginia
 Arthritis Specialists of
 Winchester
 Asthma & Allergy Center of
 the Northern Shenandoah
 Valley, Inc.
 Blue Ridge Gynecology &
 Obstetrics, PC
 Blue Ridge Pediatric
 Associates, Ltd.
 Blue Ridge Radiation Oncology
 Bone & Joint Specialists of
 Winchester, PC
 The Cardiovascular Group at
 Selma
 Cedar Creek Eye Care
 Dermatology Associates, Inc.
 Diabetic Retinopathy Clinic

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 Eye Surgery Center
 Foot Care Center, PLC
 General Surgery Specialists, PLC
 Hallmark Plastic Surgery
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 Mountain View Ear, Nose and
 Throat, PC
 Neurologic Associates, PLC
 Northern Virginia Eye Institute
 Pediatric Associates of
 Winchester
 Piedmont Medical Laboratory
 Rehab 2 Health
 Renal Physician Associates of
 Winchester
 Retina & Vitreous Consultants
 of Virginia, PC
 Retina Associates, PC
 Rheumatology Consultants

Selma Medical Associates
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 Clinic
 Valley Health Cardiothoracic &
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 Valley Health Diabetes
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 Valley Health Neurovascular
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 Virginia Cancer Specialists
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 Winchester Breast Center
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 Vascular Medicine, PC
 Winchester Diabetes &
 Endocrinology

Winchester Ear, Nose & Throat
 Center, PLLC
 Winchester Eye Specialists
 Winchester Foot & Ankle
 Associates
 Winchester Gastroenterology
 Associates
 Winchester Imaging
 Winchester Internal Medicine
 Winchester Medical Center
 Winchester Medical Center
 Endoscopy Center
 Winchester Medical Center
 Wound Care Center
 Winchester Medical Consultants
 Winchester Musculoskeletal
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 Winchester Neurological
 Consultants, Inc.
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 Winchester Pulmonary & Internal
 Medicine Associates, PC
 Winchester Radiologists, PC
 Winchester Rehabilitation Center
 Winchester Surgical Clinic
 The Women's Center of
 Winchester



A Clinic Patient has her blood sugar checked by a member of the Diabetes Management team

Who are Clinic Patients?

78%

Age 35-64

60%

Female

40%

Male

61%

White

20%

Hispanic

13%

Black

6%

Other

98%

Household income below 150%
of the Federal Poverty Level

2010 Development Volunteers

Community Wellness Quilt

Marianne Biviano
Mickey Harden
Carol Lentz
Martha Morrow
Sheila Ralph
Kathy Ruffo
Diane Sinclair
Anna Sticklen

Taste of the Town Committee

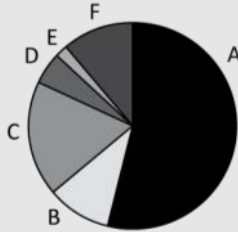
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Morghana Taylor
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Dick Wiltshire
Winchester Floral Staff
Sarah Witt
Tom Witt
Erik Zimmerman
Steve Zuckerman

Income \$1,185,631



- A Grants 54%
- B Fundraising Events 10%
- C Program Service Revenue 18%
- D Investment Income 5%
- E Gain on Investment Sale 2%
- F Contributions/Other Income 11%

Who gives to the Clinic?

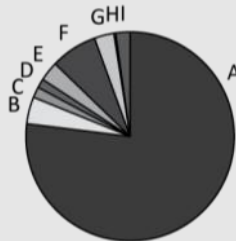
The following generously contributed to total 2010 Income

15% Individuals & Businesses

1% Faith & Civic Organizations

4% Patient Donations

Expenses \$1,109,012



- A Wages, Benefits & Taxes 77%
- B Occupancy 4%
- C Utilities & Insurance 2%
- D Repairs, Maintenance & Depreciation 1%
- E Management & Other Fees 3%
- F Pharmacy Expense 7%
- G Office & Supply 3%
- H Travel, Conference & Promotion <1%
- I All Other Expenses 2%

Income and Expenses reflect audited financial statements and the 2010 990

Donors

\$10,000+

American Woodmark Foundation
 Custer Endowment Fund
 F. Alan and Jane F. Dulaney Trust
 Every Woman's Life Program
 Eye Surgery Center of
 Winchester - COPN
 Charity Care
 Bonnie Paulson,
 Omega Drywall Ltd.
 Newton B. Shingleton Trust
 Mr. Michael Smith
 Valley Health
 Valley Open MRI - COPN
 Charity Care
 Virginia Association of Free
 Clinics - State Health Care
 Services & Pharmacy Grants
 Virginia National Bank
 Winchester Open MRI - COPN
 Charity Care

\$1,000 - \$9,999

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United Way of Delaware
United Way of NSV - 2009
Campaign
United Way of NSV - Community
Impact Grant
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\$500 - \$999

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Museum of the Shenandoah
Valley
The Limoges Family and
The Nerangis Families
Opequon Presbyterian Church
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\$250 - \$499

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\$100 - \$249

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Virginia Conference United
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Zuckerman
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Robert and Susan Claytor
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Cleveland
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Mrs. Shirley L. Davis
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Kruggel
Mr. and Mrs. Paul Kushlak
Pauline S. Layton
Dr. and Mrs. Charles K. Leeper
Dr. Ann St. Clair Lesman
Mr. Steven M. Levine

Continued on next page

\$1 - \$99

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Mr. and Mrs. Donald Anderson
Anonymous Donor (18)
Mr. and Mrs. Stephen L. Austin



*2010 Taste of the Town
Benefit & Auction guests*

\$1 - \$99 continued

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 Elisabeth Lindon
 Mr. and Mrs. Jeff Lippy
 Mark Lore
 J. Frank Loy and Jean C. Loy
 Sarah F. Mac Intyre
 Mary Anne H. Martin
 Katherine A. Mattes
 Dale and Diane Maza
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We have checked our donor records carefully and apologize if we have made any errors or omissions. If any corrections are needed please contact the administrative office at (540) 536-1699 or info@fmcwinchester.org

Our Mission

To Provide the gift of health to those in need. The Free Medical Clinic is dedicated to the belief that everyone should have access to health care services.

The Free Medical Clinic of Northern Shenandoah Valley, Inc. was founded in 1986 and is an IRS-approved 501(c)(3) non-profit organization that serves low-income, uninsured families living in the City of Winchester, Frederick County and Clarke County, Virginia.



of Northern Shenandoah Valley, Inc.

301 North Cameron Street, Suite 100

Winchester, Virginia 22601

www.fmcwinchester.org

540-536-1680

info@fmcwinchester.org