

Comprehensive Medical Care for the Uninsured and Underserved

2015

ANNUAL REPORT



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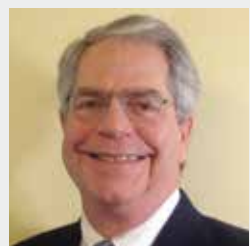


James C. Kovaleski, Esq.
Partner
O'Donnell, Weiss & Mattei, P.C.

Jim Kovaleski is a Partner with the law firm of O'Donnell, Weiss & Mattei, P.C. Jim attended Shippensburg University where he obtained a Bachelor of Arts and Economics; he then received his Juris Doctor from Western New England University and ultimately his Master of Tax Laws from Villanova University.

In addition to his role at The Clinic, Jim is active on the Boards of various local charities and serves as President of Phoenixville Borough Council.

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John Enyart brings a wide spectrum of technology experience as a Professor of Management Information Systems and independent technology consultant for many public and private sector institutions and clients.

John earned undergraduate and advanced degrees from the University of Pennsylvania, and the University of Pittsburgh. He retired from academia in 1992, as an adjunct Professor of Decision Sciences and Director of MBA Admissions at the Wharton School of the University of Pennsylvania. He founded his technology companies that same year. John has been associated with The Clinic, in various roles, since 2008.

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Executive Director, The Clinic
Special Director

George Spyropolous, DO
Medical Director, The Clinic
Special Director

Marrea D. Smith, MA, MPA
Director of Development

Lisa Matthews
Business Office Manager

Our year of “Renaissance” within The Clinic

From my vantage point, after 4 ½ years at The Clinic, I look forward to 2016 with the view that this year will be a “Renaissance” within The Clinic--a Renaissance that will continue for the next several years.

Now...that lofty word has significant meaning for our Board of Directors, staff, volunteers, and the patients that we serve. This renaissance, in my mind, focuses on our patients and involves new innovations and programs as The Clinic morphs into its new prominence.

Why “renaissance?” The word means an activity, spirit, or time of great revival marking the transition from some former state of affairs to the modern world. This revival involves learning and effectuates a renewal of life, vigor, interest, and in some sense a rebirth of an entity and its culture. To my mind, this is precisely what is happening at The Clinic.

What is creating this cultural change? There are several reasons. We have had two important changes in staff during the third quarter of 2015. These are: 1) a new Medical Director, who started work in late August, and 2) a new Director of Development, who started on the first of September. These two major staff members came on board The Clinic with a similar dedication to our mission, relative to past incumbents, but they brought with them distinctive and creative ideas for their roles and the functioning of their departments. This changing scenario has had a very positive effect on the entire team of professionals who keep The Clinic engaged in providing services to our community.

In addition, we had some financial difficulties during the first three quarters of 2015. However, we resolved those issues and ended the year with a significant positive net income, which proved that the community is fully supportive of The Clinic and its mission as we move into the future.

With all that in mind, we see The Clinic's Renaissance, as we move into 2016 and beyond, to be a positive force carrying us to renewed synergy and innovative projects that we have not previously considered.

Please stay tuned to what 2016 will bring.

Sincerely,

Thomas Burd

Thomas Burd, M.S.A., N.H.A.
Executive Director





Our mission continues... to care for the underserved in our community.

It has been a busy year for the Board of Trustees of The Clinic. Our unique mission to provide medical care to the uninsured and underserved members of our community continues to challenge us. Efforts to raise adequate dollars to support the operations of The Clinic are our first challenge. This year, the Finance Committee is working to increase our revenue so that there are adequate dollars to meet patient care needs. For the past two years, we have seen a decrease in donations and grant dollars, which is concerning.

This year has brought much improvement to our web site and the Board is most appreciative of staff for their continued efforts in getting our message out to the community.

With the help of Marrea Walker-Smith, Director of Development, many new potential grant sources have been identified. Tom and Marrea have increased their efforts to secure additional grant dollars for 2016. We have recruited and hired bilingual individuals to better include and embrace our diverse population. This has improved the communications, care, and education of our Latino populations. Our need for a facility that improves access for our elderly and disabled, provides adequate space for care and treatment, and meets the requirements for patient privacy is a top priority.

After providing her medical expertise to the care and treatment of more than 10,000 patients, Dr. Lorna Stuart retired this year. In addition to her skill and knowledge as a physician, she was a master architect. As co-founder of The Clinic, Dr. Stuart built the foundation, lived the mission and vision of a primary care model, and mentored the staff and volunteers. She established the traditions and benchmarks for us as we move forward.

Our goal was to find a new Medical Director who could identify with the philanthropic mission of The Clinic and ensure its sustainability to our community. Dr. George Spyropoulos began his work at The Clinic in August 2015. He may still be finding his way, but his expert medical skill and his caring for our patients is evident. His leadership style and commitment will allow us to continue our tradition of excellence as established more than ten years ago. I also want to acknowledge the work of Dr. Susan Prouty, a physician on the staff of The Clinic who volunteered to be the acting Medical Director during the summer of 2015. She took on this roll until Dr. Spyropoulos was established.

Thank you.

This year, we've seen many improvements to our website, and the Board is most appreciative of the staff's continued efforts in getting our message out to the community. We have also developed an e-newsletter for our donors to increase communication and awareness.

Douglas K. Hughes joined our board this year. He brings to the board a strong medical knowledge base and depth of administrative healthcare leadership.

We wish Shannon Maroney-Garrett farewell and are most appreciative of her contributions in the review and updating of personnel policies.

Another first in 2015: Our first Town Hall Meeting. The Board felt it was important to discuss with the community the mission and vision and the actual work of The Clinic by the staff and volunteers. Several exemplars were used to describe the many services we provide. Our patients' stories described the excellent care outcomes achieved. We also presented a statement of need and introduced Edward Swenson and Associates, who performed a feasibility study for a capital campaign.

The findings of the feasibility study were presented to the board in December 2015. The decision to move forward with the capital campaign will be discussed and plans considered for 2016. A minimum of one year's planning is necessary before a capital campaign can be initiated. Of concern for the board is the fiduciary responsibility to raise adequate money for our operating expenses while simultaneously engaging in a capital campaign.

In closing, I want to thank the staff and volunteers for all they have done over the past year. Our patients continue to sing your praises. The service you provide to our community is worthy of awards and accolades. I give forth my appreciation to my colleagues on the Board. You have made my role as President much easier. My second term as President ends this year after more than six years on the Board. I wish each of you continued success as you ensure the work of The Clinic continues.

Sincerely,

Sally Strzelecki

Sally Strzelecki, Ed.D, MBA, RN, NEA-BC

Thank you all for your continued commitment



I would like to thank all of our staff, volunteers, Board of Directors, and the surrounding community for their continued support and service to The Clinic. This community involvement allows The Clinic to make an impact on the lives of individuals who need medical care.

In addition to our committed staff and our Executive Director, Thomas Burd, helping to lead the way is Dr. George Spyropoulos, our new Medical Director. This team of talented individuals is diligently working to improve and expand upon the services provided, as well as to build awareness about The Clinic to new populations such as medical students, family medicine residents, nurse practitioner students, and students of Master's programs in various fields from several well-known universities. These new students are now a valued part of our volunteers.

This year, we will continue to address the challenges and opportunities that have resulted from the Affordable Care Act. While the Act has improved access to medical care, it has not diminished the need for access to quality care, regardless of an individual's ability to pay.

I, along with the rest of the Board, look forward to working to enhance The Clinic's ability to better serve the surrounding community and meet today's challenges. Please join me in the continued support of The Clinic so that those challenges can be met.

Sincerely,

James Kovaleski

James Kovaleski, Esq.

President, Board of Directors

We're working together for *meaningful results*



Having had the privilege to practice Family and Community Medicine in the private sector for nearly 21 years, one of the most significant changes I have

personally witnessed has been the paradigm shift toward a preventive model of medical practice. This endeavor to promote wellness through effective early intervention has become not only a personal goal, but also follows suit with current guidelines emphasizing preventive care as the model of patient care.

Understanding how such thinking positively impacts patient outcomes and reduces morbidity and mortality provides our staff and volunteers the impetus to sustain cooperative efforts in promoting good health. The Clinic provides a myriad of individuals the unique opportunity to establish a working relationship with a team of healthcare staff that is vested in maintaining optimal health through intervention, education, and appropriate follow-up.

Our goal as a healthcare provider to the region's uninsured and underserved patients is to introduce intervention at the earliest time possible in order to obtain meaningful and quantifiable results. By utilizing the established guidelines advocated by the various medical organizations and institutions, we hope to engage patients in the mutual goal of helping themselves as their partners in this challenging task. Many of our patients come to The Clinic already overwhelmed by life's challenges. By instituting preventive healthcare measures and guiding them through such twists and turns, we provide a foundation upon which improved health is achievable and sustainable.

As the new medical director of this entrusted institution, I take my responsibility to improve each and every patient's health as a sacred task. Healthcare in the United States is constantly redefining itself and looking to improve, but with that evolution come barriers many in our local community find hard to overcome. The Clinic strives to give all patients the ability to improve their health and ultimately their lives by removing those barriers to "wellness." Our staff utilizes all resources available to promote the preventive healthcare models currently in place and provide these services without overburdening the patients, many of whom already face multiple challenges in life.

One of our greatest challenges to providing the best available healthcare stems from the limitations of our current location. While the physical appearance of The Clinic, both outward and inward, promotes an inviting and warm feeling, services are limited due to layout and space considerations. Looking to the future and a possible relocation, I cannot help but genuinely believe that The Clinic's original mission will improve exponentially.

This evolution that we are contemplating will afford all of us, including patients and staff, opportunities to meet the goal of improved health. It is my sincere belief that with many dedicated individuals manifesting the fortitude to embody a mutual goal, success is undeniable. The single entity paramount to the success of The Clinic is a desire to improve our services each and every day. "Failure is not an option."

Dr. Spyropoulos

Cash & Cash Equivalents	388,982
Cash Restricted for Specific Use	161,000
Other Investments - Certificates of Deposit	359,196
Promises to Give, Net	38,000
Inventory	6,142
Prepaid Expenses	17,790
Total Current Assets	971,110
Investments	310,547
Promises to Give, Non-Current Portion, Net	29,412
Property & Equipment, Net	327,796
Total Assets	1,638,865
Current Liabilities	
Accounts Payable	9,369
Accrued Expenses	35,001
Total Current Liabilities	44,370
Unrestricted	1,176,097
Temporarily Restricted	228,356
Permanently Restricted	190,042
Total Net Assets	1,594,495
Total Liabilities and Net Assets	1,638,865

	Unrestricted	Temporarily Restricted	Permanently Restricted	Year End
Revenues and Support				
Contributions and Grants	742,507	175,898	-	918,405
Program Service Fees	117,264	-	-	117,264
Special Events	40,409	-	-	40,409
Special Events - Expenses	(23,775)	-	-	(23,775)
In-Kind Services and Supplies	192,791	-	-	192,791
Investment Income (Net of fees)	2,936	-	-	2,936
Net Assets Released from Restrictions	114,196	(114,196)	-	-
Total Revenues and support	1,186,328	61,702	-	1,248,030
Expenses				
Program Expenses	907,715	-	-	907,715
Management and General Expenses	154,161	-	-	154,161
Fund Raising Expenses	149,717	-	-	149,717
Total Operating Expenses	1,211,593	-	-	1,211,593
Change in Net Assets from Operations	(25,265)	61,702	-	36,437
Other Changes in Net Assets				
Net Assets Released from Restrictions for Equipment Purchase	10,510	(10,510)	-	-
Contribution Restricted for Equipment Purchase	-	7,515	-	7,515
Investment Income, Net	-	4,299	-	4,299
Realized/Unrealized Gain (Loss) on Investments	656	(16,160)	-	(15,504)
Total Other Changes	11,166	(14,856)	-	(3,690)
Increase (Decrease) in Net Assets	(14,099)	46,846	-	32,747
Net Assets at Beginning of Year	1,190,196	181,510	190,042	1,561,748
Net Assets at End of Year	1,176,097	228,356	190,042	1,594,495

Volunteer Hours
DONATED
13,451

1,000
Free diagnostic tests, procedures, & consults for patients under Paoli Hospital's Charity Care Program

\$925,351
Value of medications
coordinated through the Pharmacy Assistance Program (PAP)

7,102 *Patient Visits*

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Marcus and Jane Disbrow	Maryann H. Murray	Nancy Erb	Peter and Jane Gaffer			Sharon and Ted Merli				
Marcy Kershner-Schmo II	Marykay Doyal	Nancy McGuigan	Peter D. Luborsky							
Margaret Arsenich	Matt and Susan Callahan	Nancy Webb Stroud	Pfizer Foundation							
Margaret Groening	Matthew B. Naegle	Nationwide Insurance/Dollfus Agency •								
Margaret O'Reilly										

VOLUNTEER SPOTLIGHT



Originally employed at the Chester County Health Department (CCHD), Emilie Barber's job responsibilities included maternal child health home visits, Communicable Disease, STD and HIV testing, and follow-up care in Northern Chester County.

On one home visit, EB handled the care of a mother and child and also her entire family (unofficially, as she often did). The child's grandmother had a dangerously high blood pressure reading. Without insurance, the grandmother had run out of her medication and did not have the money for a follow-up visit with a doctor. EB's next step was to call the doctor and try to wiggle an uninsured patient to be seen pro bono at least one more time. But instead, the grandmother all but patted EB on the head and said, "don't worry nurse," I'll go to The Clinic. The Clinic, what and where was that?

Since it is in EB's district, she went to The Clinic to see what services they had to offer to her patients. When she opened the door, EB was greeted by Dr. Stuart, the founder of The Clinic, who took her on a tour and asked what she did at the CCHD. As she listed her responsibilities, EB mentioned HIV testing--and Dr. Stuart interrupted saying "HIV testing? Can you start now?"

The rest is history.

EB agreed to do HIV testing twice a month at The Clinic. And when she retired from the CCHD, EB was asked by the Development Director to talk with the interim Director about her ideas for the Volunteer Program. Not long after, the Director asked if EB would be the Volunteer Coordinator. EB had no intentions of working again, and the Director asked if she would volunteer--to which the answer was yes.

Now, more than 10 years later, EB has been volunteering at The Clinic in one capacity or another. The Clinic's mission statement is, "The Clinic provides quality healthcare to the under insured and uninsured in an atmosphere which fosters dignity and respect for our patients. It is our privilege to do so." And EB supports this mission 100 percent.

Always grateful for Our Volunteers

Krista Ash
Cheryl Baffa
Emilie Barber
Ed Barrett
Shirley Beach
George Behm III
Teresa Beishline-Thomas
Louise Bolger
Karen Brand
Lilian Brandt
Barbara Brindis
Samantha Brothers
Dr. Allyson Brown
Dr. Janet Brown
Jennifer Brutsche
Dr. Jane Buhl
Dr. Shannon Burgess
Priscilla Burkhart
Irene Cabrelli
Dr. Amy Cadieux
KaSuzanne Casey
Jeanette Church
April Clive
Barbara Connelly
Kelly Connor
Linnea Cripe
Sarah Criswell
Dr. Linda D'Andrea
Dr. Frank Delone
Helen Derkas
Dr. Rajiv Dhawan
Poonam Dholareeya
Merissa DiMino
Dr. Jan Doeff
Dr. Daniel Dvorkin
Nicole Ferrara
Victoria Fox
Margaret Fricker
Linda Fuchs
Mary Jo Gaydos
Jeannelle Gervais
Sarah Giballa
Jasmine Gorfti
Adam Gouveia
Cara Graver
Charlotte Griggs
Dr. James Guille
Dr. Nancey Hahn
Anne Haney
Karen Hatcher

Karen Hayde
Pat Hewitt
Marsha Hill
Dr. Bette Anne Hoepfner
Barbara Hoffman
Christian Hoogheem
Keven Hoogheem
Kathryn Hopkins
Michelle Horgan
Vivianne (Billie) Horwitz
Julie Howard
Sarah Hughes
Beth Ireton
Jacob Jasinski
Annie Jervis
Charles Johns
Dr. Daniel Merrick Kane
Ben Kauffman
Lenore Kelley
Dr. George Kienzle
Julie Koblish
Kristen Koepsell
Helen Kraynyak
Kacie Labik
Sean Leary
Lisa Leonard
Dr. Glenn Lipton
Sue Lisiewski
Jeri Livingston
Anna Ludwick
Parichhya Luitel
Radhika Madhi
Catherine Mannion
Paulette Mark
Dr. W. Steven Mark
Katie Mascaro
Doreene Mayer
Kathy McCabe
Dorothea Merz
Dr. Faith Midwood
Gretel Miller
Linda S. Miller
Matthew Moccia
Lindsay Moore
Janet Mulhall
Erin Murphy
Holly Murray
Amy Myers
Dr. Ana Negrón
Margaret Njenga

Mary O'Grady
Sian Osborn
Dr. Peter Oskanian
Lew Osterhoudt
Helen Paster
Akshilkumar Patel
LeeAnnePennegar
Catherine Pfendner
Rachel Philip
Michael Plevyak
Allyson Price
Barbara Rambo
Rachel Raucci
Anne Mitchell Reid
Lester Rolf
Dr. Jeffrey Steven Romeo
Diana Roth
Dr. Sumita Roy-Ghanta
Joanne Ruddy
Chris Schoolik
Karen Schweizer
Jordan Sellers
Shilpa Shah
Barbara Shepsko
Allyson Shicora
Felice Simelaro
Penny Stanger
Ann H Strohacker
Nancy Suarez
Sheila Taylor
Michele Tenny
Ed Thomson
Pat Tompko
John Toms
Linda Turoczi
Jane VanBuskirk
Ernie Von Thaden
Andrea Wagner
Jaclyn Wahlers
Ella Wall
Ellen White
Sandra Whitney
David Winning
Donna Wisely
Vivian Wolovitz
Claudia Yordan
Rizwana Zaman
Orfilia Zvznut