

# CUE THE LIGHTS



2022 STATE OF THE MISSION





## MISSION

Our mission is to provide high-quality, non-emergency health care to the residents of Western Tidewater who cannot otherwise afford it.

## VISION

Our vision is a healthy community where all people will be inspired and enabled to make healthy lifestyle choices, to use preventive health care, and to access resources to live in a safe and wholesome environment.

## VALUES

Our core values are excellence, unity of purpose, respect, diversity, integrity, and stewardship of all resources.



Board Chair Bob Hayes, Vice Chair Tim Palmer, Treasurer Kristy DeJarnette and Secretary Sherri Dupart

## 2022 BOARD OF DIRECTORS

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CSOTP, RPT-S



## OPENING ACT

*“The mission of a theatre, after all, is to change, to raise the consciousness of people to their human possibilities.”*

~ Arthur Miller

Western Tidewater Free Clinic (WTFC) cued the lights for a remarkable 15-year anniversary performance in 2022. Led by our amazing staff, board of directors, and volunteers, we spotlighted our comprehensive clinical care by increasing patients by 5% for a total of 1,451 served through 11,269 visits.

Standing stage left, we were proud to welcome our first, full-time dentist, Fallon Berger, DDS to the main cast in October. Under the direction of Dr. Berger, the dental department is poised to meet the increasing dental needs in our community.

Standing stage right, our mental health partnerships remain critical as we continue to see a significant increase in mental health patients served. This past year, we added two new volunteer mental health counselors and one nurse practitioner to our cast and treated 123 patients for a total of 803 visits compared to 67 patients and 256 overall visits in 2021. This is an increase of 84% and 214% respectively.

Finally, at WTFC, standing center stage is our dental expansion campaign. In 2022, we successfully completed fundraising for the project and have broken ground on our new dental suite. The new space will offer four dental chairs and will allow us to serve about 200 more patients in the first year after the expansion is complete. Our goal is to be fully operational in our new space by the end of 2023. Stay tuned for “Opening Night”!

Thank you, patrons, for making all of this possible. Your investment and support changed lives in 2022. We appreciate each of you offering all that you have to make WTFC a life-changing health home for so many in our community. Your gifts truly raise the consciousness to all our human possibilities.

With warm regards,

Robert M. Hayes  
Chair, Board of Directors

Ashley O. Greene  
Executive Director





Our volunteers are our “showstoppers.” Their tireless work ethic and support are so powerful that they can completely ‘stop the show.’ Each volunteer is memorable and their work has a profound impact on our patients and the entire clinic. We simply could not produce the ‘show’ without them!

## SHOW STOPPERS

### MEDICAL STUDENTS

Anna Abbott  
Luke Adams  
Lindsey Arriola  
Aaron Rey Ebreo  
Haidar Haidar  
Nathan Holt  
Victoria Krause  
Ryan Williamson

### MENTAL HEALTH COUNSELORS

Haleigh Kelley  
Sheridan Meriwether  
Victoria Passie  
Anne Spady  
Hunter Staylor  
Jessica Ware  
Daria Willis  
Lisa Woolston

### NURSE PRACTITIONER STUDENTS

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Marsha Campbell  
Brian Clay  
Kathryn Felts  
DENTISTS  
Dani Howell  
Ralph Howell  
Charmaine Walker

### DENTAL ASSISTANT

Kara Benson  
Jessica Blowe  
Allie Franklin

### DENTAL HYGIENIST

Sharon Stull

### DENTAL HYGIENE STUDENTS

Sydney Beale  
Dallas Bryant  
Amanda Lopez  
Skylar Mailhes  
Logan Smith  
Jah Jahrihah Williams

### PHARMACISTS

Dennis Alder  
Sherri Dupart  
Carol Kessler  
Zoe Lantz

### GENERAL

David Adkison Jr.  
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Michelle Brown  
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Milan Rhodes  
Vivian Scott  
Richard Vroman  
Jordan Williams  
Mary Lee Willis  
Marcella Wittenauer

## SPECIALITY PROVIDERS

1Foot 2Foot Centre for Foot and Ankle Care  
Bayview Physicians Group – Ear, Nose, and Throat

Bayview Physicians Group – Pulmonary and Critical Care

Bayview Physicians Group – Rheumatology  
Blakey Weaver Counseling Center

Bon Secours – Southampton Orthopaedics and Sports Medicine

Charis Mental Health

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EVMS Endocrine

EVMS ENT

Emergency Physicians of Tidewater

Gastrointestinal and Liver Specialists of Tidewater

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Lakeview Endocrine

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Sentara Infectious Disease Specialists

Sentara Medical Group Anesthesia Specialists

Sentara Neurology

Sentara Obici Hospital

Sentara Orthopaedic and Sports Medicine

Sentara Podiatry Specialists

Sentara PT/OT

Sentara Reference Labs

Sentara St. Lukes

Sentara Surgery Specialists

Sentara Vascular Specialists

Southside Diabetes – Dana Stallings, DNP

Sports Medicine and Orthopaedic Center

Suffolk Eye Physicians & Surgeons

TPMG ENT

TPMG Neurology

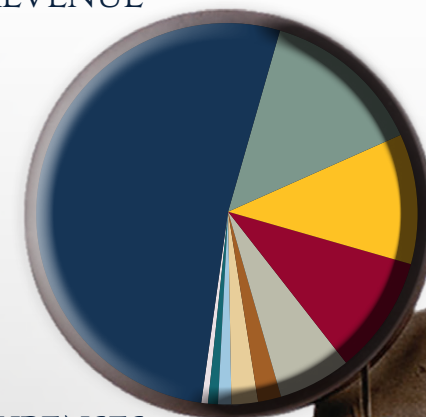
The Up Center

Urology of Virginia

Virginia Eye Consultants

Virginia Gastroenterology Institute

## REVENUE



## EXPENSES



## 2022 FINANCIALS

### REVENUE 2022

- Foundations **52.3%**
- Municipalities **13.9%**
- Medicaid Reimbursements **11.2%**
- VAFCC **9.9%**
- Individuals, Businesses **6.1%**
- Other Income **2.1%**
- Restricted Capital Revenue **2.1%**
- United Way **1.1%**
- Civic Groups, Faith Based **0.8%**
- Patient Donations **0.5%**

### EXPENSES 2022

- Clinical Services **87.5%**
- Management and General **8.5%**
- Fundraising **4.0%**

### FISCAL YEAR 2022\*

### FISCAL YEAR 2021\*

#### OPERATING REVENUE SOURCES

Foundations .....	\$1,783,744	52.3%	\$1,075,290	50.9%
Municipalities (incl. City of Suffolk CDBG Covid Restricted Grant) .....	\$475,350	13.9%	\$302,400	14.3%
Medicaid Reimbursements .....	\$382,563	11.2%	\$236,651	11.2%
Virginia Association of Free and Charitable Clinics (VAFCC) .....	\$336,656	9.9%	\$186,578	8.8%
Individuals .....	\$162,647	4.8%	\$130,514	6.2%
Other Income .....	\$70,567	2.1%	\$56,414	2.7%
Restricted Capital Revenue .....	\$71,956	2.1%		0%
Businesses .....	\$45,705	1.3%	\$39,924	1.9%
United Way .....	\$36,523	1.1%	\$41,942	2.0%
Patient Donations .....	\$16,510	0.5%	\$19,738	0.9%
Civic Groups .....	\$17,589	0.5%	\$9,800	0.5%
Faith Based .....	\$10,690	0.3%	\$14,739	0.7%
<b>TOTAL .....</b>	<b>\$3,410,000</b>	<b>100%</b>	<b>\$2,113,990</b>	<b>100%</b>

#### OPERATING PROGRAM EXPENSES

Clinical Services .....	\$1,990,376	87.5%	\$1,766,906	85.3%
Management and General .....	\$193,571	8.5%	\$164,096	7.9%
Fundraising .....	\$91,504	4.0%	\$141,064	6.8%
<b>TOTAL .....</b>	<b>\$2,275,451</b>	<b>100%</b>	<b>\$2,072,066</b>	<b>100%</b>
<b>Change in Net Assets .....</b>	<b>\$1,135,049</b>		<b>\$41,924</b>	

\*Note: The amounts above do not include in-kind income and expenses. Western Tidewater Free Clinic defines fiscal year as January 1 through December 31.

WTFC Board Member Rob Estes and WTFC Nurse Volunteer April Hafer at Suffolk National Night Out





# REELS FROM 15 YEARS...

## THEN

We served  
**421** patients  
through **1,152**  
visits in 2007

## NOW

We served  
**1,451** patients  
through **11,269**  
visits in 2022

### 2007 – 2009

Suffolk Partnership for a Healthy Community recognized the need for a free clinic in our region and developed a plan for Western Tidewater Free Clinic. WTFC opened its doors at 3000 Godwin Boulevard on June 21, 2007 and moved into its current space at 2019 Meade Parkway in September of 2009.



### 2010 – 2012

WTFC opened a 2-chair dental suite and developed a comprehensive Women's Health program in 2010. In 2011, an on-site pharmacy was established and in 2012, funding was received to hire a part-time dentist.



### 2013 – 2015

Epic, our Electronic Medical Records system, was launched and Ophthalmologist Dr. Gary Sajko joined our volunteer team and saw our first vision care patient! WTFC also began to provide access to on-site psychiatric services.





## THEN

**423** 30-day prescriptions given with an average retail value of **\$47,433** in 2007

## NOW

**10,148** 30-day prescriptions given with an average retail value of **\$2,514,553** in 2022

## THEN

We served **323** dental patients through **607** visits in 2010

## NOW

We served **658** dental patients through **2,300** visits in 2022

### 2016 – 2018

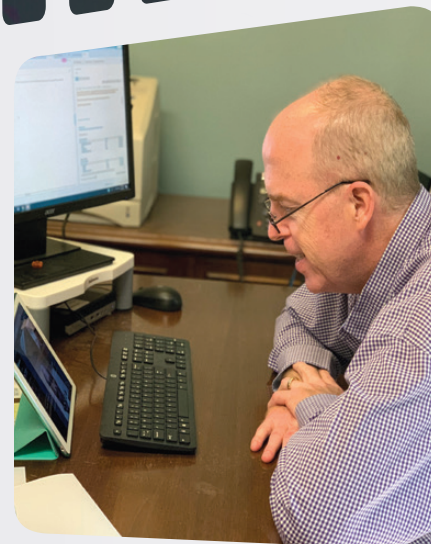
Between 2016 and 2018, we completed a staggering 19,700+ patient visits. Other highlights include receiving the Volunteer Hampton Roads Volunteer Program Award and welcoming volunteer orthopedic specialist Dr. Anthony DiStasio to the Clinic team.

### 2019 – 2021

In 2019, WTFC transitioned to a hybrid Clinic serving uninsured and underinsured patients. Regina Jones, NP began a Nurse Practitioner preceptorship and WTFC implemented telehealth during the Coronavirus pandemic. WTFC maintained a 100% recovery rate for all Clinic patients.

### 2022

WTFC hired a new, full-time Dentist for the first time in Clinic history. Our Mental Health program saw an 84% increase in patients seen and we added a new volunteer Registered Nurse to deliver individual diabetes education services. We successfully secured funding for a dental expansion that will take us from a 2-chair to a 4-chair dental suite. We also committed to additional translation options for improved inclusive practices.





# SCRIPT WRITERS

★ *Script Writers are those who create the narratives for a performance. Our donors are just that. They not only tell the story in an impactful way, they also give of their time, talent, and treasure to craft a beautiful storyline for us to share. This is a life-changing role and we are incredibly grateful for each and every one of you. There would be no 'show' without you!* ★

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\$500,000 +  
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Suffolk Foundation

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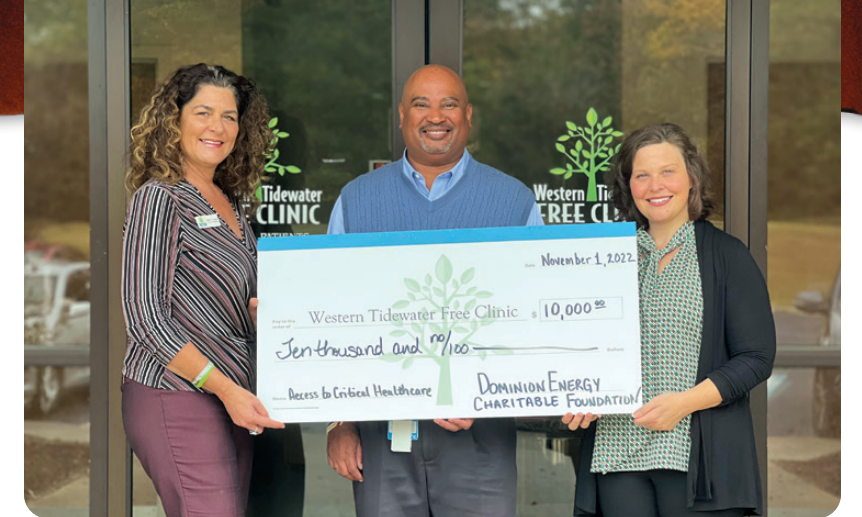
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Suffolk Elks Lodge No. 685  
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Total Business Solutions  
Wendell Waller  
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Wayne and Joanne Willis<sup>^</sup>  
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Women's Fellowship  
Windsor Ruritan Club  
Woman's Club of Smithfield

**ADVOCATES**  
\$499 – \$250  
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Anonymous (4)  
Susan R. Ashburn  
Melissa Barnd



Current WTFC Executive Director Ashley Greene with Dominion Energy External Affairs Manager Troy Lindsey and former Executive Director Rhonda Stewart

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Harold and Nancy Blythe  
W.C. and Dianne Boone  
Mary and Herb DeGroft  
Scott and Ouida Dodson  
Karen Dunn  
GFWC Junto Woman's Club  
Betty and Bill Giermak  
Grandy Farmers Market  
Ashley and Andy Greene  
Holy Neck Christian Church  
Holy Neck Ruritan Club  
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Tommy<sup>+</sup> and DeeDee Darden  
Barbara Davis  
Delta Sigma Theta Sorority, Inc.-Suffolk Alumnae Chapter  
Dan and Mary Dixon

Former Executive Director Rhonda Stewart, Maryann and Mike Miller, and JoAnna Miller check out the new autoclave sterilizer The Millers Foundation funded for the dental department.



## GIVE LOCAL 757!

Anonymous (2)	Robert Hayes	Linda Smith
Sonia Bethea	Regina Jones	Karen A. Speirs
Melvin Blackwell	Pamela Jones-Watford	Patricia Spruill
Hattie Boone	Randy Keaton	Rhonda and Steve Stewart
Simone Boothe	Monika Patrick	Phyllis Stoneburner
Charlie and Stephie Broadwater	Kathryn Powell	Wendell Waller
Rob and Carrie Estes	Jessica Rockwell	Marcia Williams
Daniel Garland	Andrew Rogers	Pamela Witt
Ashley and Andy Greene	Ellen and Whitney Saunders	
Steven and Joy Greer	Joseph Wayne Scott	

\*\*\*These individual donations are included in Peninsula Community Foundation of Virginia total giving

## DENTAL EXPANSION FUNDERS

Delta Dental of Virginia  
Hampton Roads Community Foundation  
Obici Healthcare Foundation  
City of Suffolk ARPA Funding  
Violet Greco Foundation

~These donations are included in each donors total giving amount.

Kevin Akers  
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W.C. and Dianne Boone  
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Amy Riggs

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Elizabeth B. Totten  
Dr. Lindsey D. Vaughn  
Mark and Terrie Weinketz  
Marion Williams

CONSIDER DESIGNATING WTFC TO RECEIVE SOME OR ALL OF YOUR UNITED WAY WORKPLACE GIVING DONATION. OUR COMMONWEALTH OF VIRGINIA CAMPAIGN (CVC) № IS 200900.

\*\*Information compiled from United Way reporting. Individual workplace giving contributions included in United Way total giving



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 Men's Fellowship

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 Rachel Wall  
 Steve and Mary Walton  
 Jimmy and Shirley Weaver  
 Ray Wilson  
 Woman's Club of Windsor

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 Dominion University  
 Michael Owen  
 Pilot Club of Suffolk  
 Jessica Rockwell  
 Richard and Catherine  
 Stewart  
 Woman's Club of Windsor  
 Linda Wright

\*Multi-year pledge  
 + Deceased  
 ^ Monthly



Shelayne Boswell and Raqual Mazyk with Southern Bank;  
 WTFC Board Member Lynne Stockman and WTFC Donor and Volunteer Carla Jones

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 Farmers Bank  
 Franklin Lumber  
 Palmer Elder Law  
 Patient First  
 Rob Estes - Freedom Street Partners  
 Sentara Obici Hospital  
 Statefarm - Steve W. Bowler  
 Sturtevant Funeral Home  
 Temple Beth El  
 TowneBank

# HONORARIUM AND MEMORIAM TRIBUTES

We remember our loved ones in many different  
 ways. The sweet sound of music, the wind  
 blowing around, or the sun shining on us.  
 In whichever way your loved one is remembered,  
 know that their final curtain call was one  
 that will never be forgotten.

## IN MEMORY OF\*

**All of the Families served at  
 Parr Funeral Home**  
 Parr Funeral Home & Crematory

**Pam Askew**  
 Sandy and Chet Hart

**Molly Atienza**  
 Daniel Atienza

**Kay Barnes**  
 Neil and Susan Parker

**Bessie Bates**  
 Joannette Ragsdale  
**Margaret Beamon**  
 James and Rebecca M.  
 Habel  
 Doug and Brenda Kincaid

**Steven W. Bowler**  
 Sandy and Chet Hart

**Guy Bunch, Sr.**  
 Connie Bunch

**George J. Carroll, Jr.**  
 Donna W. Carroll

**Barbara "Bobbie" Chapman**  
 William C. Giernak  
 Sandy and Chet Hart  
 Kathy and David Rawls

**George Corker, Jr.**  
 Ruby M. Corker

**E. Talmadge Darden**  
 Robert Butler

**Thomas L. Darden, Sr.**  
 Dianne and Thomas Stallings

**Mary Donnan Debranski**  
 Doug and Brenda Kincaid  
 Susie Slack

**Thomas Edwards**  
 Robert and Andrea Clontz

**Philip Ford**  
 Sally Ford

**Jeanette Howe Galuska**  
 Debra and Rex Alphin  
 Dawn Griggs

**Jeffrey Gardy**  
 Monette Harrell  
 Karen and Chris Jones

**Laura Gibson**  
 DG Group Architecture, PLLC

**Bryant Goodloe**  
 Bob Gillette



Current WTFC Executive Director Ashley Greene and dedicated Board Member  
 Stephanie Broadwater at the Donor Reception. Stephanie retired from the Board in 2022.  
 We are so grateful for her service!

**John C. Harrell**  
 Sandy and Chet Hart

**Earlene Hobbs**  
 Lynda Tester

**Marvin L. Hoffer, Capt., U.S.**  
 Navy  
 Linda Hoffer

**Cleve Johnson**  
 Robert S. Jones

**Megan Debranski Kelhart**  
 Doug and Brenda Kincaid

**Jane and Bob Kellis**  
 Robert F. Kellis, Jr.

**Edward Larkin**  
 Robert and Andrea Clontz

**Dr. Desmond Longford**  
 Scott and Ouida Dodson  
 Chris and Eileen Gilman  
 Dr. and Mrs.+ B.F. Jamison

**LTC Thomas J. Orlowski**  
 Carolyn Orlowski

**Frank and Maud Richardson**  
 R. Elaine Richardson

**Al Scott**  
 Sandy and Chet Hart

**Betty Sharpley**  
 R. H. and Elizabeth McKinney

**John Allen Sharrett III**  
 Diane Stallings  
 Dianne and Thomas Stallings

**William Slate**  
 Sharon Slate

**Dr. Alexander Su**  
 Josephine Su

**James E. Turner, Jr.**  
 Elizabeth Turner

**Thomas Underwood**  
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**Scott Vance**  
 Carla Ann Jones

**Russell West**  
 Mark and JoAnn Hall

**William Whitley**  
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**Roy Wilson, Jr.**  
 Barbara Anderson

**Herbert Winn**  
 Bob Gillette

**Jane Wommack**  
 Doug and Brenda Kincaid

**Martha Young**  
 Doug and Brenda Kincaid

**Daniel Zasada**  
 Barbara and Michael Belkin  
 Patricia and James Fraley  
 Joann E. Hawk

**IN HONOR OF\***  
**Deborah Austin**  
 St. Mark's Episcopal Church

**Tom and Barb Chamberlain**  
 Sandy and Chet Hart

**Teresa and Barry Coles  
 Marriage**  
 Richard R. Harrell and  
 Nora D. Butler

**AJ and Mary Alyce DiStasio**  
 Sandy and Chet Hart

**Sherri Dupart**  
 Kathy and David Rawls

**Marie Haas**  
 Jacquelin Edwards

**Les and Wanda Hall**  
 Sandy and Chet Hart

**Mary Lawrence Harrell**  
 Pearl B. Harrell

**Chet Hart**  
 Kathy and David Rawls

**Marion Johnson**  
 Bob Gillette

**Sandra Johnston**  
 Bob Gillette

**Jan Lynch**  
 Bob Gillette

**Marsha Rooks**  
 Susan R. Ashburn

**Whitney and Ellen Saunders**  
 Lydia Duke  
 Mr. and Mrs. Alexander W.  
 Oliver IV

**Ellen Saunders**  
 Kathy and David Rawls

**Luann Scott**  
 Helen G. Barrett

**Dr. Sharon L. Sheffield**  
 Lynda Updike

**John and Karen Speirs**  
 Sheila Speirs

**Rhonda Stewart**  
 Jim and Eliza Rainey

**Susan Stone**  
 Jacquelin Edwards

**Ray and Jaime Tharpe**  
 James and Christine Lynch

**Gayle Treakle**  
 Kay Culpepper

**WTFC Volunteers**  
 Mary and Herb DeGroft

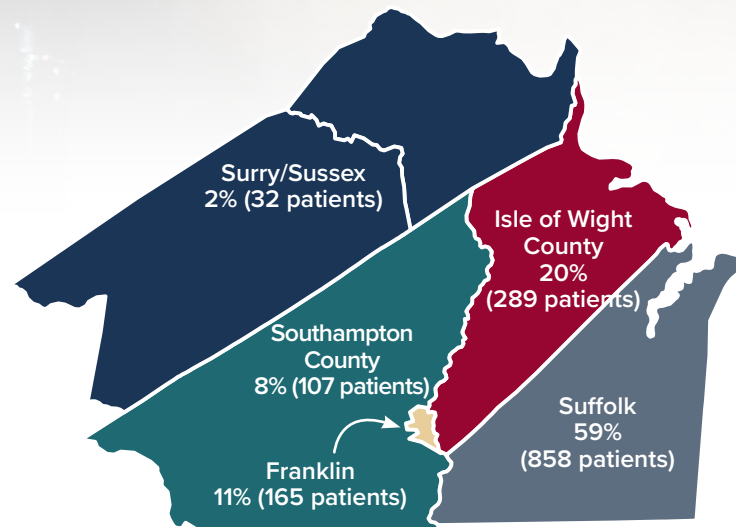
**Dr. Heather Zak-Ramsay**  
 Rachel Wall

+ Deceased  
 \* Honoree's name is in bold\*



# MAP

Patients Served By Locality



## PATIENT PROFILE

- 38%** are working full or part-time, many with more than one job
- 59%** are women
- 75%** are age 40+
- 77%** live at or below 150% of the Federal Poverty Level = annual income of \$41,625 for a family of four
- 60%** live at or below 100% of the Federal Poverty Level = annual income of \$27,750 for a family of four
- 90%** have multiple chronic illnesses, such as hypertension, heart disease, and diabetes

# THE STAGE CREW

Current WTFC Staff



EXECUTIVE DIRECTOR Ashley O. Greene	OFFICE MANAGER April Adkison	PHARMACIST Nancy Rogerson, RPh	DENTAL ASSISTANT Missy Rapp, DA*
MEDICAL DIRECTOR Steven P. Greer, MD, FACP	CLINICAL SERVICES MANAGER Cathy Culbertson, RN	PHARMACY TECHNICIANS Rebecca Bartlett, CPhT Nadia Copeland, CPhT	LEAD FRONT OFFICE RECEPTIONIST Teri Rahming
NURSE PRACTITIONER Regina Jones, MSN, RN, NP-C	DISCHARGE NURSES Cynthia Griffin, LPN Beverly Schramm, RN	DENTISTS Irtiza Abbas, DDS* Fallon Berger, DDS	OFFICE ASSISTANTS Burgundy Johnson* Edie Matthews
DIRECTOR OF DEVELOPMENT Blake A. Marton, CFRE	MEDICAL ASSISTANTS Melissa Barnd, MA Jamy Jennings, MA	DENTAL COORDINATOR Kristie Chester, RDA	ELIGIBILITY COORDINATORS Pamela Gray* Shenetta Williams
ADMINISTRATIVE/ VOLUNTEER COORDINATOR Jessica Rockwell	WOMEN'S HEALTH PROGRAM Lou Ann Turner, NP* Ginger Vincent, RN	DENTAL HYGIENIST Sonya Yoon, RDH, BSDH	
FINANCE MANAGER Kim Oyer			

## ADDITIONAL COMMUNITY PARTNERS



# SUPPORT WTFC

### GIFTS IN-KIND

WTFC accepts gifts in-kind such as office and kitchen supplies, and snacks for our volunteers. Questions about in-kind donations? Contact Kim Oyer at [koyer@wtfreeclinic.org](mailto:koyer@wtfreeclinic.org) or 757-923-1060, ext. 7002.

### LEGACY GIVING

Please consider this timeless and thoughtful way to support and sustain WTFC. For more information on how you can support WTFC through bequests, trusts, or other legacy gifts, contact Blake Marton at [bmarton@wtfreeclinic.org](mailto:bmarton@wtfreeclinic.org) or 757-923-1060, ext. 7025.

### MATCHING GIFTS

Many companies have matching gift programs that help you stretch your donation and make giving easy. Check with your employer to see if this opportunity is available to you.

### DONATE TODAY!



### NAP CREDITS

The Virginia Neighborhood Assistance Program (NAP) provides tax incentives to encourage individuals to participate with non-profit organizations. At WTFC, we give these NAP credits to qualified licensed medical and dental volunteers.

### SPEAKERS BUREAU

Are you a member of a civic group, church, or club that might host speakers from time to time? For speaker information or to schedule a tour, contact Jessica Rockwell at [jrockwell@wtfreeclinic.org](mailto:jrockwell@wtfreeclinic.org) or 757-923-1060, ext. 7012.

# THANK YOU FOR YOUR DONATION





2019 Meade Parkway  
Suffolk, Virginia 23434



*Current WTFC Executive Director Ashley Greene was honored by the Association of Fundraising Professionals (AFP), Hampton Roads Chapter as the 2022 Outstanding Fundraising Professional! Pictured from left to right are: WTFC Board Member Rob Estes, former Executive Director Rhonda Stewart, current Executive Director Ashley Greene and WTFC Board Member Ellen Saunders.*

## CREDITS

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Jessica Rockwell

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*A portion of the cost of professional design and production of this State of the Mission report was generously donated.*

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*The Clinic maintains a 501(c)3 non-profit status and gifts are tax deductible to the full extent of the law.*

*The Western Tidewater Free Clinic (WTFC) 2022 State of the Mission is intended to provide an overview of the time, talent, and treasure utilized in providing a health home to eligible uninsured, underinsured, and underserved residents of Western Tidewater. To that end, the contents of this report have been extracted from personal interviews, existing content, or database information. This information may not be error-free. To provide any updates or corrections to this report, please notify WTFC Director of Development at 757-923-1060, extension 7025.*