



Introduction

The team at VAFCC is pleased to support 62 member clinics with their missions to provide quality, comprehensive healthcare to low-income, uninsured or underinsured, Virginians. We are proud to offer the following services to clinics:

Core Services Provided to Members - 2018

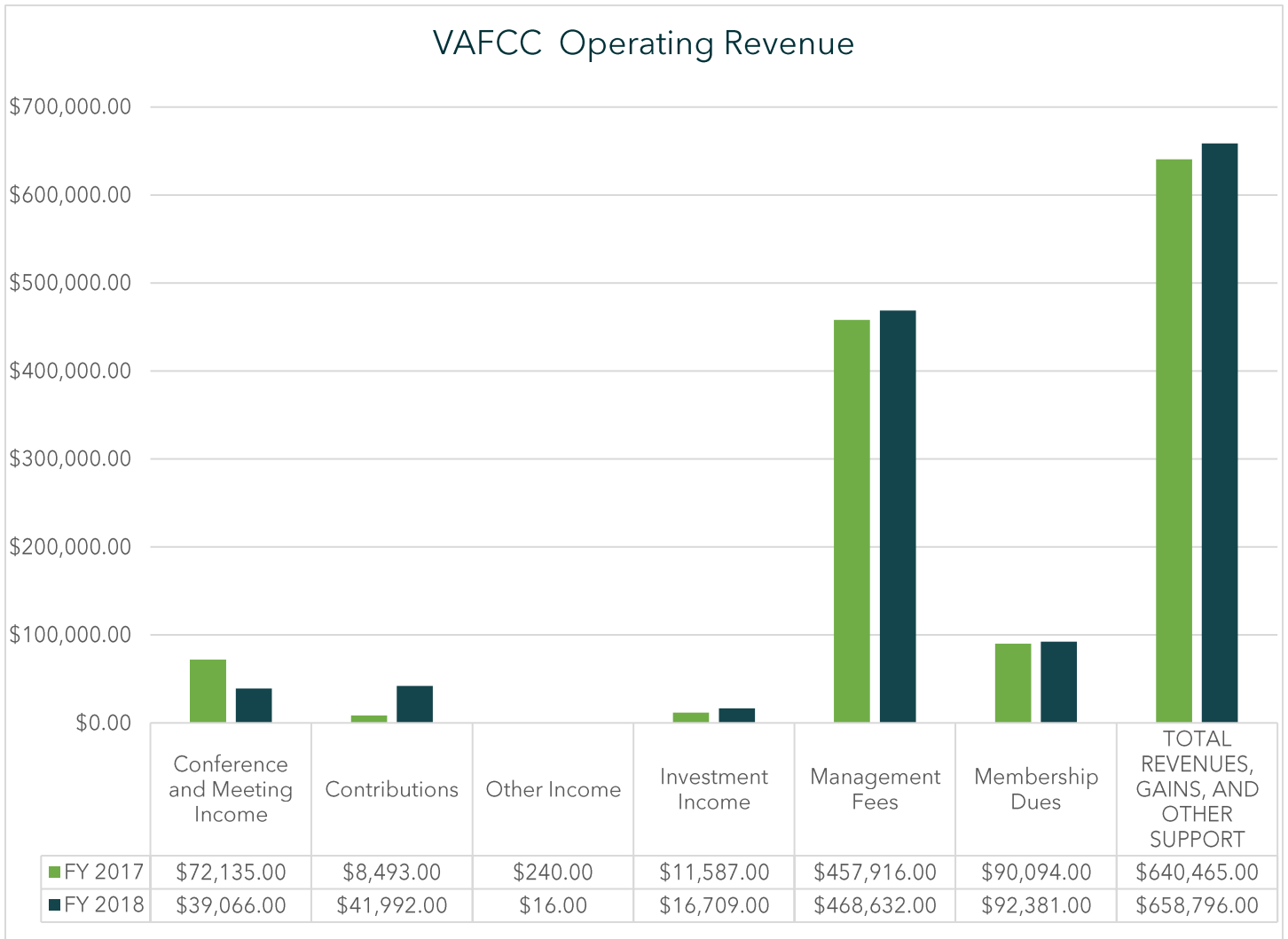
- Solicitation and Distribution of State Funds (\$6.2M) & COPN Donations (@\$500k) (includes monitoring progress of COPN applications & solicitation of monies from health systems & practices)
- Visible representation of membership interests on multiple task forces and committees (*e.g. VDH Immunization Advisory Committee, Joint Commission on Health Care Dental Access Task Force, Governor's Medicaid Expansion Advisory Committee, Dept. of Health Professions Mid-Level Licensure Work Group, Secretary's Provider Assessment Workgroup*)
- Advocacy at the Virginia General Assembly and health-related regulatory boards (*e.g. Board of Nursing*)
- Technical support & resources for nonprofit management
- Technical support & resources for operating a clinic; including program expansion
- Rx Task Force (*objective: identify strategies & resources for expansion of affordable medication access to clinics & patients*)
- Identification of critical needs and support to address needs (*e.g. EHR, ACA, supplies*)
- Obtain 15,000 doses of FREE vaccine from VDH and distribute to members (*e.g. flu and tDap*)
- Educational workshops & teleconferences/webinars – various topics including health care reform, valuation of services, risk management/medical malpractice
- Media representative on key topics of concern to members; VAFCC also develops 'talking points' for members for media outreach and response
- Monthly e-newsletter containing important funding, reporting, legislative, regulatory information, etc.
- Monthly e-newsletter exclusively for resource development, best practices, trends, trainings & resources
- Resource Development Technical Training (*fundraising strategies, social media, grant writing, event planning, etc.*)
- Members Only Resource Center on VAFCC website (*contains nonprofit resources, Medicaid tools & information, operating a clinic, Membership Standards, etc.; 28 topics with multiple resources within each topic (e.g. Clinic Best Practices, Strategic Planning)*)
- Professional Development Opportunities (*e.g. Mel Leaman Scholarship Fund-(current budget \$5,000)*)
- Strategic Planning Scholarships (average scholarship \$2,500)
- Continuing Education Opportunities (VAFCC as facilitator)
- Networking (*e.g. Executive Director & Annual conferences*)

- VAFCC pays majority share of members' dues to NAFC (members only pay \$100 to NAFC)
- VAFCC purchased a group membership for member clinics to have free access to BoardSource materials & resources (eff. 7/1/16)
- Group buying & donation benefits (ex. group purchase of diabetic supplies and medication; group donation of specific medications for licensed pharmacy members – Ex. Metformin for diabetes)

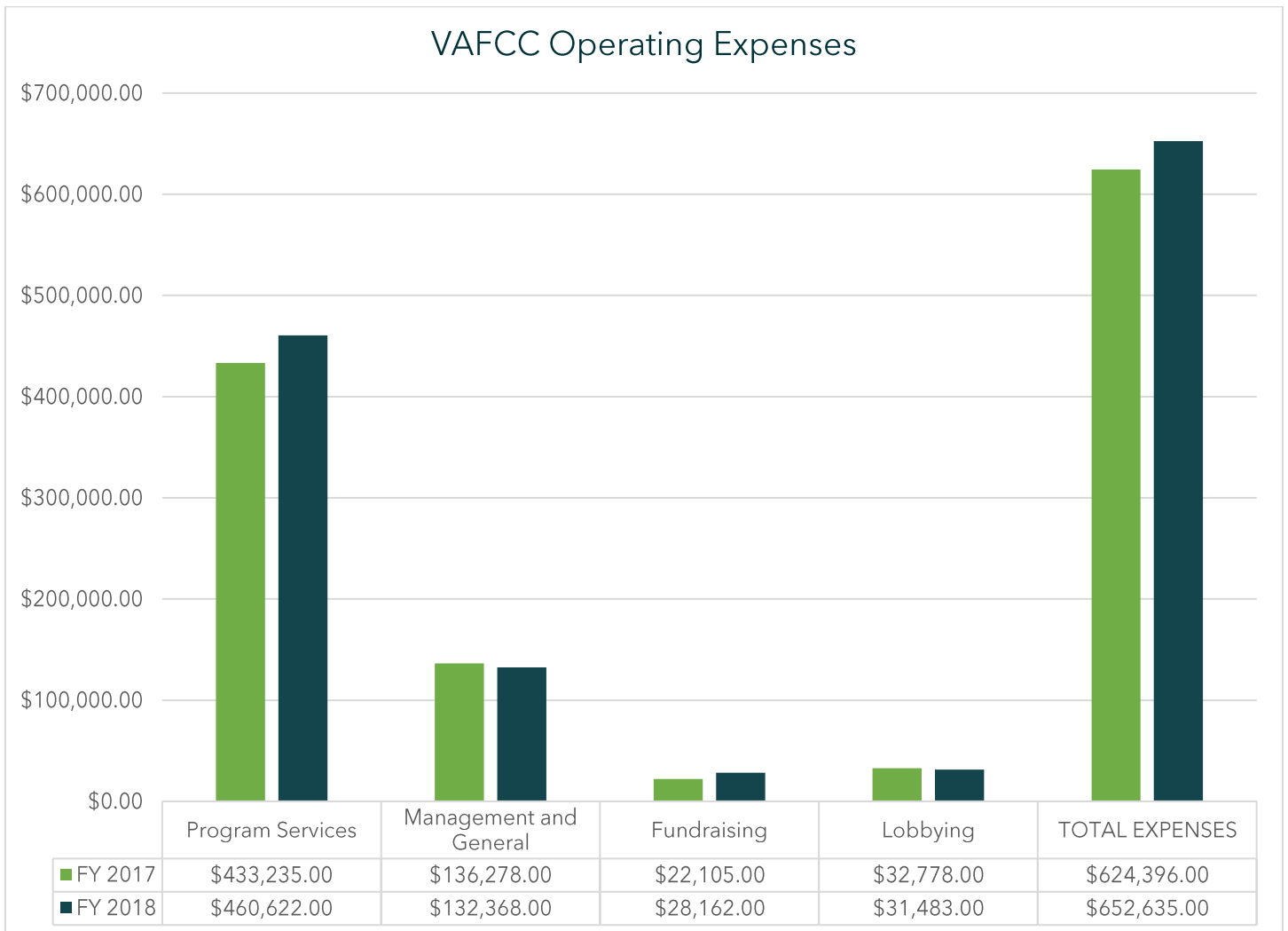
Additional Benefits Provided to Members

- 1-800 phone line to VAFCC to save long-distance fees for members
- Free conference phone line for members to use
- Shared subscription to foundation directory research (no cost to members)
- Shared subscription for event management software (no cost to members)
- Shared subscription for Virginia Department of Health Professions License Lookup Database (no cost to members)
- Promotion of member events to external audiences
- Promotion of health care topics using various social media
- Direct deposit of state funds & COPN (effective October 2014) for easier and quicker access to monies
- Salary studies for Executive Directors and other key staff
- Consultation with clinic staff & boards on-site on various topics

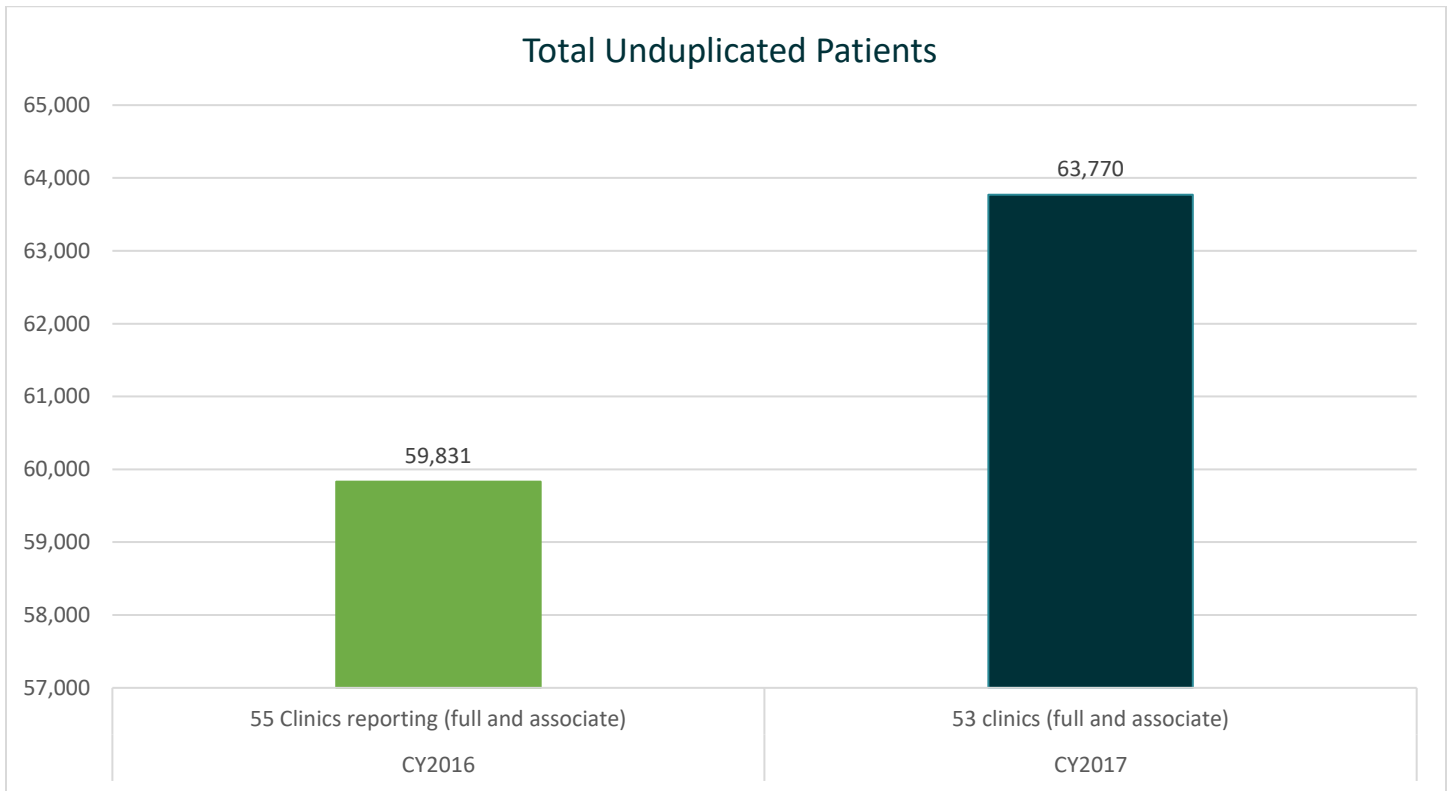
How We Pay for Services to Clinics

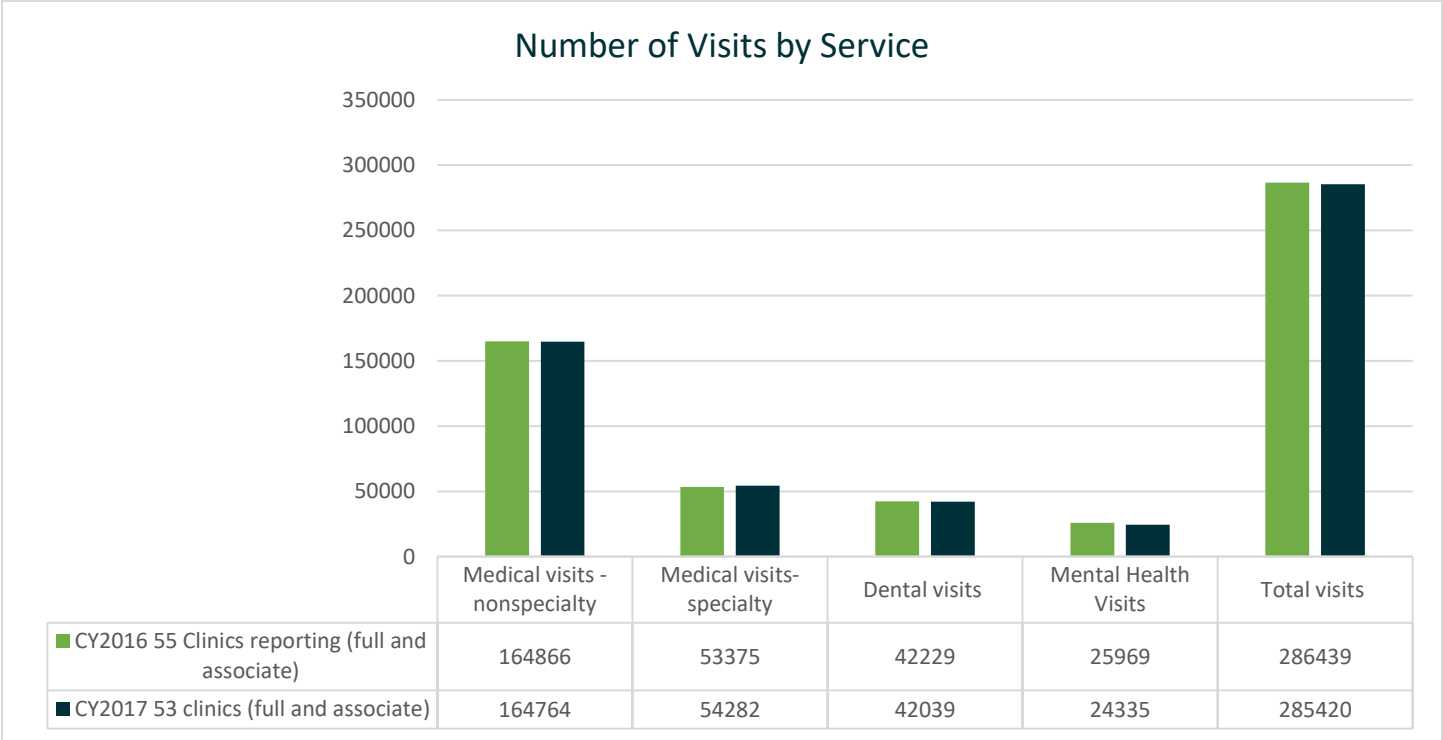
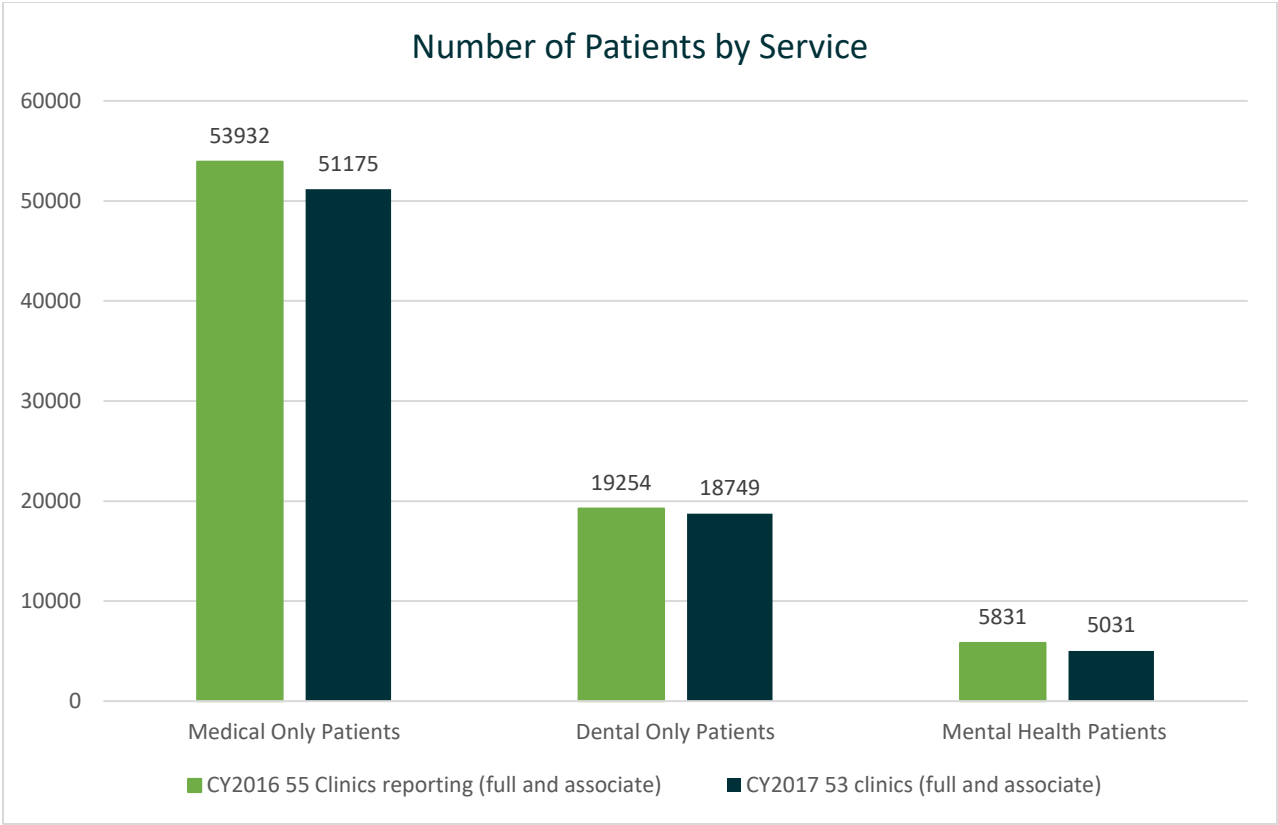


Functional Allocation of Services to Clinics

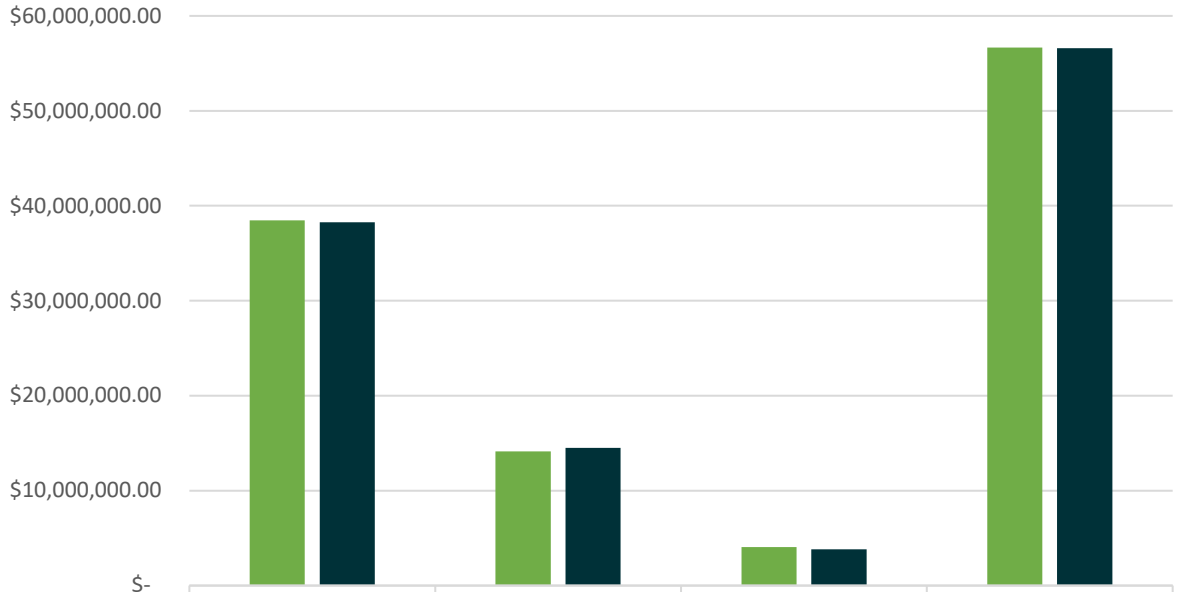


VAFCC Clinics Serving Patients in CY 16 - CY 17





Total Value of Visits by Service



	Medical total Visit Value	Dental Visit Value	Mental Health Visit Value	Total Visit Value
CY2016 55 Clinics reporting (full and associate)	\$38,478,984.00	\$14,119,039.00	\$4,054,347.00	\$56,652,370.00
CY2017 53 clinics (full and associate)	\$38,262,908.00	\$14,499,820.01	\$3,833,269.00	\$56,595,997.01

Value of Rx

