

# Good Neighbor Health Clinic & Red Logan Dental Clinic



# 2012 Report to the Community and to Our Contributors

Looking back ten years ago, we had just moved into the beautiful old Gates Memorial Library building that we occupy today. The timing was perfect. We had outgrown our small house on Hartford Ave., where we had had 1638 patient visits that year. Since then, we have seen a 70% increase of our services!

This year ushered in tremendous change for the Good Neighbor Health Clinic (GNHC) and the Red Logan Dental Clinic (RLDC) seeing a turnover of more than half of its entire staff, which left vacant positions during the middle of the year. We want to thank all our wonderful volunteers and those who stepped in to fill the void so we could continue to meet the needs of the patients and keep the clinics going smoothly.

In 2012 the clinics provided services to people who might otherwise go untreated or seek care in costly emergency rooms (26% of our patients would have gone to the ER).

Our patient-centered model enabled us to coordinate care with the patients' needs in mind. We worked to achieve good health and well-being for the uninsured community in the Upper Connecticut River Valley. We also strived to provide compassionate care with a range of healthcare services. For instance: specialty referrals, diagnostic and lab testing, health promotion and prevention, women's health exams, referral to social services, health education, and resource connection. (Please refer to the statistics and tables below.)

Many individuals without health insurance fear the cost of healthcare and often delay seeking help until their situation becomes critical. With the deep dedication of our volunteers and staff, high quality care and attentive case management are provided by a dedicated team of individuals. The GNHC and RLDC are highly committed to addressing the healthcare needs of the patients we serve to the fullest.

# Highlights of 2012

Awards: Cecile Furlong RN/BSN was one of eight recipients nationally to receive the Albert Schweitzer Leadership Award. An award that honors individuals whose life examples have significantly mitigated the social determinants of health in their communities and whose commitment to service have influenced and inspired others.

Vision Screening: Medical Students, Shreya Shrestha and Francis Martinson continued the free vision screening program for patients who come to Good Neighbor Health Clinic, targeting diabetic patients in particular. Screenings include: visual acuity, macular degeneration testing, test of extra ocular muscles and visual field, a questionnaire of eight risk factors for eye disease and raising awareness about



Ceil Furlong after receiving the award, accompanied by her father, James M. Furlong, and daughter, Michelle Lee Santos.

the importance of regular eye care. Patients are referred to an ophthalmologist as needed, at Dartmouth-Hitchcock Medical Center. This program had 26 visits, and 18 of our patients received eyeglass assistance.

Hunger Screening: In recognizing that many of Vermont households need assistance in accessing food resources, and in striving to maintain that proper health is not possible without proper nutrition, the GNHC continued hunger screening. We identified 67 individuals and families in need of assistance and helped them access resources that are available from the State and the community.

**Diabetes Self-Management:** Sam Batman and Daniel Philipson, medical students continued our chronic care model for our diabetic patients, specifically focusing

on the pillar of patient self-management. They have been case managing patients, following their care on a personalized basis, and counseling patients at the Diabetes clinics held each month. Margaret Morelli has been coordinating group education sessions focusing on topics such as nutrition and stress management. Margaret Morelli's Diabetes education had 30 visits.

**Partnership with COVER:** We gave out information about COVER and their weatherization program to 70 people.

The Dartmouth Institute: A project on consumption of sugar-sweetened beverages in an effort to prevent obesity in Vermont, with the participation of W. Alexander Ellis, Stephanie Grossman, Mahad Minhas and Shashi Shankar.



# By the Numbers (Jan–Dec 2012)

	Good Neighbor and Satellite clinics	Red Logan Dental Clinic	Administration, Outreach, Other	Total
Patients seen	850 (Below FPL-54%; 346 new patients)	647	-	1,497
Uninsured	800	642	-	1,442
Under insured	50	5	-	55
Male	390 (46 %)	285 (44 %)	-	675
Female	460 (54 %)	362 (56%)	-	822
NH patients (%)	515 (61 %)	360 (56 %)	-	875
VT patients (%)	313 (37 %)	287 (44 %)	-	600
From other states	22 (2 %)	0	-	22
18–29 years-old	27%	166 (26%)		
Patient visits (average)	2,372 (3 visits/patient)	1,575 (2.5 visits/patient)	-	3,945
Tobacco user	37%	259 (40%)		
Single, never married	60%	328 (51%)		
Employed	62%	272 (42%)		
Delayed getting health care	76%	606 (94%)		
Would not have sought care	33%	463 (72%)		
Would have gone to ER	26%	158 (25%)		
Volunteer hours	3,576	2,238	1,500	7,314
<b>Estimated cost of services provided</b>	\$672,000	\$481,284	\$30,000	\$ 1,183,284

## **Services Provided**

#### Good Neighbor Health Clinic

#### **Primary Care**

- Exams/Screenings
- Women's health (Pap Smear Tests: 56 visits)
- Medical specialist
- Immunizations (21 vaccines)
- Referrals (312)

#### **Red Logan Dental Clinic**

#### **Primary Care**

- Exams (595)
- X rays (476)
- Restorations, fillings (586)
- Prophy, cleanings (178)
- Extractions (915)
- Referrals (58)

#### **Health Promotion Programs**

- Live Free Smoke Free (31 visits, 11 patients)
- CO monitoring
- Diabetes Education specialty clinics (61 visits)
- Vision Screening
- Exercise and Fitness (38 patients referred, 171 visits)

#### **Chronic Disease Management**

- Blood pressure checks by staff nurses
- Monthly diabetes clinics
- · Regular weight checks

## **Body Work**

- Physical therapy (15 visits, 8 patients)
- Massage therapy (47 visits)

## Workshops on

- Oral health (224)
- Smoking cessation (224)

#### **Special Services**

(On a Limited Basis only)

- Root canal work (2/month)
- Dentures (only when funding is available)
- Crowns (4/month)

# Sample Medical Problems Treated

A variety of diagnoses that are common in any primary care setting require acute and chronic disease management. According to our statistics, requests for medical and specialty care continued to increase last year. These are the top medical problems treated during calendar year 2012:

## **Good Neighbor Health Clinics**

Mental Health Visits (531)

Musculoskeletal Pain (488)

Cardiovascular Visits (333)

Pulmonary Visits (201)

ENT/Dental/Eye (218)

Endocrine Visits (184)

Lebanon Clinic (64 visits)

Mascoma Clinic (126 visits, 126 patients)

## Other services our patients received in 2012

Needy meds ordered (56 patients, 169 meds) Needy meds subsidized cost \$103,686

#### **Patient Assistance**

In addition to providing primary health care, GNHC has been able to offer services and assistance such as:

Medicines	\$ 1	16,967.18
Glasses	\$	1,136.00
Food	\$	976.03
Transportation	\$	1,356.50
Gym Memberships	\$	3,994.00

# **Thanking All Volunteers**

After working as a Clinic Manager volunteer for more than 10 years and then serving on the Board of Trustees, Pam Vernon joined the staff as Volunteer Coordinator and assumed this big and important job for the organization.

Volunteers are truly the "heart" of the Good Neighbor and Red Logan Clinics and we want to take this opportunity to thank all of you who worked hard in 2012 in support of our patients, services and administration. We tried to be thorough and include everyone who made a contribution to our mission in 2012 and we hope that you will forgive us if we failed to spell your name correctly or include it in the following list.

We look forward to working with those of you who will come back as well as new volunteers arriving in 2013!



Pam Vernon, Volunteer Coordinator

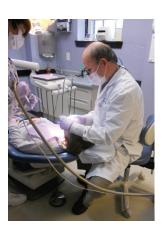
## **Red Logan Dental Clinic**

Robert Alvarenga DMD Lindsay Biele RDH Brooke Blicher DMD Mary Brown Patrick Choi DA Bryant Denk DDS John Dresser DMD Paula Eckler DA Jim Gold DDS Nancy Golder, RDH John Holbach DDS Clarissa Holmes
Tom Johnston DMD
Donna Kirk RDH
Toby Kravitz DDS
Mark Knott DDS
Judy Lancor
Amy Largess DA
Barbara Middleton
Gloria Murray
Patrick Noble DMD
Joanna Pawlik

Janine Reeves RDH
Richard Schramm DDS
Ronald Spaulding DDS
Peggy Stone DDS
JJ Sun
Lee Thong
Sandy Towne RDH
Alicia Willette DDS
Susan Yacavone
Richard Yoshikawa DDS
Tina Weigle DA

#### **Externs**

Drew Colantino Sonja Evans Andrew Jorgensen Danny Shum Justin Van Dusen







## **Good Neighbor Health Clinic**

## Healthcare Volunteers & **Community Volunteers**

Teresa Alfonzo Pam Annis Barbara Badgley RN Richard Baughman MD Carol Bean David Beaufait MD Ruth Bedor Jeff Bell MD Steve Bensen MD Debra Birenbaum MD Marge Brennan Marilyn Breselor Bonnie Briggs Fran Brokaw MD Mary Brown John Butterly MD Chris Calvin Conni Campbell

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Corlan Johnson

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Wendy Manganiello RN Diane Marchegiani Michael Mariani Sunny Martinson RN Barbara Mason Peter Mason MD Faith Mattison Meg Matz RN Gretchen Maynard

Alecsa Mckinnon-Blair Karen Meyers RN Brenda Moore RN Nancy Muller RN Gloria Murray Kimberly Nguyen David Nierenberg MD

Sam Ogden Dale Parker CMT **Ieff Parsonnet MD** Nancy Patton Joanna Pawlek Logan Petit

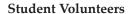
Ioanna Pope Matt Postler Ann Raynolds PsyD John Sanders MD

Paul Sansone MD Anne Sapio RN Kristi Saunders MD

Chris Scelza Michelle Scelza Deborah Scott MD Lorraine Sevigny Carmen Sleeper RN Catherine Smith Patrick Smith

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Steven Spencer MD Sarah Streeter Lvnne Sudlow Chuck Surat RN Ruth Swift Rose Swift Trina Tatro Beth Taylor Nancy Tehan RN Thomas Terry OD Vijav Thadani MD Liz Tomlinson MD Dagney Trevor RN Jack Turco MD Pam Vernon Diane Vincenti Brenda Walker Mary Waugh Susan Webber Heidi Webster Joan Weider Craig Westling Richard White MD Karen Whiteside Richard Whiting MD Suzanne Whiting RN Jenny Williams



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# **Money Matters**

The volunteers and staff who contribute their time and expertise at GNHC, Inc. are a very important source of support for they assure the provision of primary care of good quality to all the patients we see. Yet financial contributions to the organization are crucial to fund our operating expenses and to allow us to provide these services for free. We are so grateful to everyone making contributions to this purpose: Foundations,

regional hospitals, the Vermont Coalition of Clinics for the Uninsured, various regional organizations, churches, clubs and businesses, as well as many individuals from the area and beyond. This section presents a panorama of our funding sources and operating expenses. Please also refer to the statistics and information related to the services provided at our clinics.

2012 Profit and Loss Report			
Total Revenue	\$517,965	Total Expense	\$522,158
Foundations	31%	(Net	Income -4,193)
Individuals	21%	Patient Assistance	8%
Regional Hospitals	17%	Tel, Internet & Utilities	4.7%
VCCU/State	8.2%	Salaries	52%
Business	4.3%	Benefits	8%
Organizations	2%	Supplies	6%
Churches	1.2%	Payroll Taxes	5%
Memorials	3.3%	Contract Services	3%
Events	3%	Professional fees	5%
Other	9%	Fundraising	1.8%
		Insurance	1.7 %
		Maintenance & Repairs	1.6%
		Support to volunteers	1.2%
		Misc. Admin expenses	2%

## **Our Contributors**

On page 6 of this report one can read that our total revenue in 2012 was \$517,965. The following list is to acknowledge the generous individuals, organizations, businesses, churches and foundations that support our activities. Their funding has been instrumental to back the activities of the volunteers and staff providing free care at our clinics.

#### **Individuals**

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Mary Young

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4 Aces Diner

21st Century Cellular

Ben & Jerry

Coop

Dalton, Grenuer, Hartman

Dynamic Designs by Norman

Ford Bookkeeping LLC

Dr. Stephen Fucini

Hanover Road Dental Health, P.A.

Hanover Stringed Instruments

Janet Flanders Travel, Inc.

Kinney Pike

Klampert

Lake Sunapee Bank

Law Office of Margaret A. Jacobs

Ledvard National Bank

Loewen Window Center

Mascoma Savings Bank

Robert Moses CPA

Meristem

New Hampshire Industries

New England Journal of Medicine

Northmac Inc.

Norwich Bookstore

Schell & Noble

Summit Wealth Group

Tyler, Simms & St. Sauveur

Worcester Diner LLC

#### **Organizations**

American Legion Auxiliary

Dartmouth College

**Enfield Lions Club** 

Granite United Way

Hanover Rotary Club

HIV Resource Center

King's Daughters

Ladies Benevolent Society

Lebanon Rotary Club

Lebanon Riverside Rotary Club

Network for Good

Norwich Lions Club

Pomfret Ladies Circle

State of New Hampshire

Town of Grafton Trustees Trust

United Way of the Upper Valley

Vemont Coalition of Clinics for the Uninsured

What To Do Circle

White River Junction Lions Club White River Junction Rotary Club

Wood-Guarino Memorial VFW

Post 9552, Inc.

Woodstock Rotary Club

#### Churches

Beaver Meadow Union Chapel Community Lutheran Church First Universalist Society of

Hartland

Greater Hartford United Church Ladies Benevolent Society of First

Congregational Church

Meriden Congregational Church

Norwich Congregational Church Our Savior Lutheran Church

St Barnabas Church

St. Paul's Episcopal Church

St. Thomas Episcopal Church

Union Village United Methodist Church

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United Methodist Church of

Canaan

United Methodist Church of

Enfield

United Methodist Church of

White River Junction Women's Fellowship West

Lebanon Congregational

Church

#### **Foundations**

Ben & Jerry's Foundation

Dickey, Whit & Closeey Dickey

Fund

Fidelity Charitable Trust

The Jack and Dorothy Byrne

Foundation

Couch Family Foundation

Fairfield County Community

Foundation

Gladys Brooks Foundation

Greenspan Foundation

The Help for People Foundation

Trust

**HOPE** Foundation

Fannie M. Lienhard Foundation

Miles & Patrice Mushlin

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New Hampshire Charitable

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Northeast Delta Dental

Foundation

Ottauguechee Health Foundation

The Rockefeller Foundation

Bruce Scheaegler Foundation

The John M. Shapiro Charitable

Trust The Stettenheim Foundation, Inc.

Sunset Fund Tarleton Fund

**Vermont Community Foundation** 

The Muriel and Edward C.

Wachter Foundation

#### Hospitals & Medical Personnel

Alice Peck Day Memorial Hospital **DHMC** 

**Doctors in Training** 

Mary Hitchcock Memorial

Hospital

Mount Ascutney Medical Staff

## **In-Kind Contributions**

To be able to provide free basic care in 2012 with our limited resources, GNHC, Inc. relied on the generosity of **key community players** who provided important in-kind contributions.

The work of all the **volunteers** providing their time and expertise at our clinics and helping us with our administrative tasks can be illustrated with the following figures:

2012	Good Neighbor	Red Logan	GNHC, Inc.	Total
Volunteer hours	3,576	2,238	1,500	7,314
Estimated cost of services provided	\$672,000	\$481,284	\$30,000	\$ 1,183,284

Timberwood Commons, in Lebanon, NH, continued to make available an apartment for the dental externs of Boston University School of Dental Medicine and Harvard School of Dental Medicine. The savings resulting from this in-kind donation have been instrumental to increase the number of patients seen at the Red Logan Dental Clinic without depleting our resources. We appreciate the generosity of SMC Management Corp. from Watertown, MA, as well as the support and attention provided by Deborah Violette, Property Manager of Timberwood Commons. We also want to thank the various individuals who provided furniture and house wares to make the externs' stay in the area more practical and comfortable.

The **regional churches** and a few other individuals deserve to be thanked for their in-kind contributions, namely for continuing to provide food and staples for a large number of volunteers working at the clinics. The food made available to them, particularly during the evening hours, keeps them from doing their work on an empty stomach.

We are also grateful to Lynn Sudlow, owner of **The Complete Errand**, and her assistant Theresa Carter, who have been volunteering their time to the Good Neighbor Health Clinics since August 2010. If the staff or volunteers have an errand that needs to be done, they are on it! Twice a month, their services help the providers volunteering at the clinics, allowing them to better concentrate on the patients' care. And their assistance to the busy staff brings better focus and efficiency in our work. But as Lynn and Theresa go out of their way to find the best deals for the organization, they help us keep our costs down and that allows us to see more patients. We appreciate the tangible gains their support brings to our clinics.



"I received treatment for periodontal disease at the Red Logan Dental clinic...I did not know that I was suffering from it but my gums had started abscessing, some of my teeth became loose and I underwent an emergency extraction. Thanks to the care and the education given to me by the volunteers working at the clinic, I'll keep more of my teeth longer. I am grateful. It would have been a tremendous financial hardship for me to obtain this level of care on my budget. I consider myself very lucky."

## Goals and Initiatives for 2013

The staff changes that took place in 2012 presented us with new opportunities to improve the Clinics' infrastructure and to enhance the way we support volunteers and provide services.

To us, patients are always first! So we are constantly looking for new ways to help them and provide adequate care to their needs. Let us know if you have any ideas.

## **Insurance Programs and Enrollments**

This year we will be focused on enrolling all eligible patients into the Vermont insurance programs.

#### Live Free Smoke Free

Good Neighbor will continue to offer smoking cessation services every Wednesday evening.

Our goal this year will be to reduce to 35% the percentage of our patients who smoke. We encourage referrals to this program.

## The Health Desk Project

Good Neighbor will start in 2013 implementation of this project with the following goals:

1. To revise patient intake and follow-up procedures

- 2. To address patients' social concerns through referrals or program sign-ups (i.e. health insurance, food insecurity, among others.)
- 3. To redefine role of the Clinic Manager and create a protocol for that purpose.

## Workshops and Supervision

Red Logan Dental Clinic's specific goals are:

- To keep the dental education program going, providing at least two workshops a month on oral health and smoking cessation.
- 2. To receive two to three students from the externship programs of the Schools of Dental Medicine of Boston University and Harvard.
- 3. To attract more volunteers willing to supervise and guide the externs in their work.

#### **Endowment Fund**

Good Neighbor Health Clinics, Inc., our nonprofit organization will begin building an endowment fund for the purpose of securing the long-term operations of the free clinics and the sustainability of the organization. The Board of Trustees and the Executive Director will be promoting this initiative among potential contributors to the fund.



Looking ahead to 2013 we are excited to embrace new prospects and will strive to be prepared to meet our challenges!

## 2012 Board of Trustees

Chairman of the Board

Matthew Garcia Shelley Geoghegan VT & NH attorney Small business and

Diversion Board volunteer Nonprofit organizations consultant

White River Jct., VT Canaan, NH

Vice Chairman of the Board

Jim Gold, DDS

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Physician and Medical clinic volunteer
Lyme, NH

Rich White, MD
Physician at Mt Ascutney Hospital
Co-Chair of the Medical Advisory
Committee, Medical Director at GNHC, Inc.

Quechee, VT

"Here particularly at Good Neighbor Health Clinic—even for the psych thing from what I recall—the doctor was communicative with me, not condescending, which I appreciate, asking me questions and actually listening to me."

## **2012 Staff**

Armando Alfonzo, Executive Director

Ceil Furlong, RN/BSN, Medical Clinic Manager and Nurse Case Manager

Mary Waugh, Executive Assistant

Stacey Luciw, Medical Clinic Coordinator

Pam Vernon, Volunteer Coordinator

Susan Wilmot, Dental Clinic Manager

Linda Milman, Administrative Assistant

Carol Bean, Dental Assistant

Other staff members who made important contributions in 2012 to GNHC & RLDC and who have left since:

Hildegard Ojibway, Executive Director Candis Darcey, Medical Clinic Coordinator Lisa Dupont, Volunteer Coordinator

Crystal Wild, Dental Hygienist and Dental Assistant



"After a huge loss in my life, I was lost. My Doctor asked me to come see him every month just to check in. The people at Good Neighbor Health Clinic are amazing! I don't know what I would have done or where I would be if it wasn't for everyone at the clinic. I am so grateful that you are here. The staff and volunteers there provide medicine from the heart and for free!"

"My experience with the Good Neighbor Health Clinic and the Red Logan Dental Clinic is that they're always willing to help. My other experiences in this country and other countries as well—I'm talking about private practices—is that they're always looking to see the money first, the insurance card first, and it's only then that they start asking about your health difficulties. Here, they're willing to help you, no matter where you're from or what your social status is."

 $\label{eq:condition} The \textit{Good Neighbor Health Clinic} \ \text{and Red Logan Dental Clinic} \ \text{provide free primary} \\ medical \ \text{and dental care to residents of the Upper Valley who are uninsured and don't have the means to pay for healthcare or health insurance.}$ 

The clinics have been offering free services for 21 years thanks to the generous financial contributions of supporters from this region and to the in-kind contributions of businesses and community volunteers. If you wish to join this collective effort and support our work, please consider making a contribution for that purpose.

Good Neighbor Health Clinic, Inc. is a nonprofit organization with a 501(c)(3) status. All contributions are tax-deductible according to the law.

Yes, I/we would like to make a gift to the Goo	d Neighbor and/or Red Logan clinics		
Name(s):			
Address:			
City/State/Zip:			
Email Address:	Telephone:		
Please send check payable to <b>Good Neighbor Health Clinic</b> to:			
Good Neighbor Health Clinic 70 N. Main Street White River Junction, VT 05001			
□ Send tax receipt via regular mail	□ Send tax receipt via e-mail		
□ List me/us for recognition or publication purposes	□ I/We wish to remain anonymous		
Gift is □ in honor of or □ in memory of			
I/We would like more information about:			
□ Services available at the clinics □ Volunteer opportunities			
□ Newsletters and updates □ The endowment fund			
□ Planned giving and gifts of securities			

If you wish to make a credit card contribution online, please visit www.goodneighborhealthclinic.org

Thank you for your support!