

Annual Report:
Fiscal Year Ending
September 30, 2020

*Unaudited financials



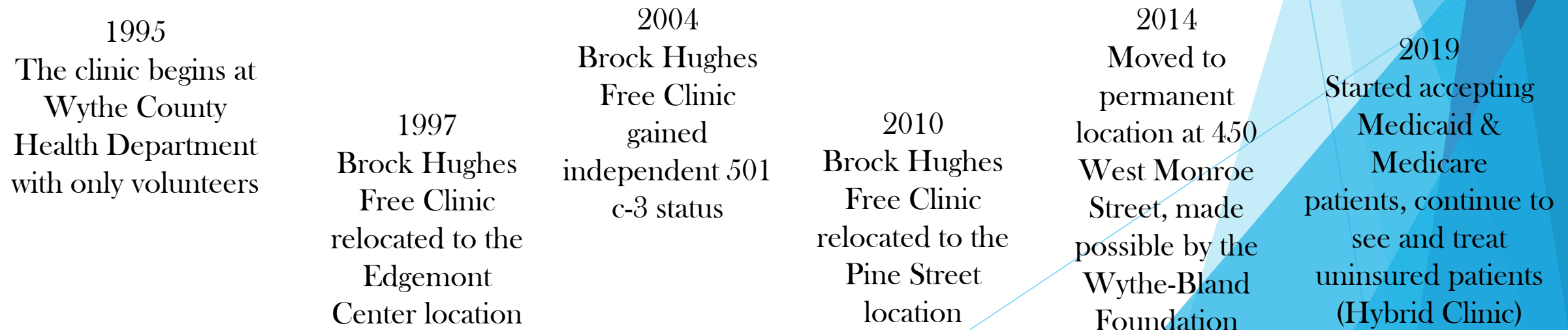
Brock Hughes Medical Center

...Affordable Care, Close to Home

History

Formed in 1995 to meet the health care needs of the uninsured, low income residents of Wythe and Bland Counties, BHMC started under the umbrella non-profit of Helping Overcome Poverty's Existence (HOPE), Inc.

The clinic was named for the late Dr. C. Brock Hughes who was a much admired member of the medical community.

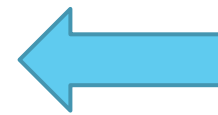


BHMC Mission Statement



The mission of Brock Hughes Medical Center is to provide low-cost, compassionate, and high-quality medical, pharmaceutical, and preventive health care services to the underserved of Wythe and Bland Counties.

The Brock Hughes Medical Center envisions a community of healthy people made possible through accessible and dignified health care services for all.



BHMC Vision Statement

As an organization, we value...

Accountability

- Health care services provided by the Clinic produce desirable health outcomes which can be measured and reported.

Collaboration

- Strong partnerships with other health and human service organizations make the Clinic and the community stronger.

Cost-Effectiveness

- The Clinic is managed in a way that maximizes resources.

Prevention

- It is best to prevent illness and injury before they occur. Prevention services are a priority.

Responsiveness

- Services are designed and delivered in accordance with the needs of the community.

Transparency

- Governance and operation of the Clinic is conducted in a manner that encourages patient and community input, and regular communication with stakeholders.

Community Wellness

- Good health is a community asset that should be promoted and protected.

Flexibility

- Clinic leadership must be proactive in meeting local health care needs as they evolve, and must remain flexible in response to the rapidly changing operating environment.

We believe that every person has the right to health care services that are...

Accessible

- Every person has the right to receive health care services that are barrier-free, and geographically and linguistically accessible.

Affordable

- Every person has the right to receive the full scope of services offered, regardless of their ability to pay or insurance status.

Culturally Appropriate

- Every person has the right to receive health care services that are consistent with and sensitive to their cultural values.

Delivered with Dignity and Respect

- Every person has the right to be treated with dignity and respect when they are seeking and receiving health care services.

High-Quality

- Every person has the right to health care services that reflect current best practices and are evidence-based.

Equitable

- Every person has the right to receive high quality and comprehensive health care services.

Timely

- Every person has the right to receive health care services without unnecessary delay.

The Cash Facts

INCOME

CASH INCOME	Total
Donations from Uninsured Patients, Medicaid Reimbursement	\$210,800
Fundraising & Donors	\$34,700
State Grants	\$268,500
Foundations & Other Grants	\$309,000
Other Earned Revenue	\$2,500
TOTAL CASH INCOME	\$825,500

EXPENSES

CASH EXPENSES	Total
Personnel	\$553,000
Facility Costs & Equipment	\$33,000
Prescriptions & Medical Supplies	\$23,000
Licenses, Dues, Professional Fees, & Staff Development	\$68,000
Other Expenses	\$67,000
TOTAL CASH EXPENSES	\$744,000

Clinic Numbers

3,881 visits were provided to 605 patients at the clinic.

Carilion specialists and Wythe Eye Associates
provided 411 visits at their clinics.

The on-site pharmacy ensured 8,098 prescriptions were
provided to patients.

Value of In-Kind Medications: \$327,000

Value of In-Kind Medical Services: \$982,000

(Wythe County Community Hospital)

NOW more than ever...
YOUR DONATION WILL CHANGE LIVES!

Donations can be made online through Paypal, can be mailed to the Clinic or can be dropped off at the Clinic

Neighborhood Assistance Tax Credit Program

Tax credits are available for eligible donations over \$500.00

The “**Giving Tree**” is located on the wall in the patient waiting room. A leaf can be purchased and a plate will be engraved with the donor’s chosen wording. A memorial or honor gift is a meaningful way to celebrate someone important to you or a special occasion and in turn benefit BHMC as well.

**There are 3 levels of giving:

\$100-\$499-Bronze Level (Red Leaf)

\$500-\$999- Silver Level (Green Leaf)

\$1000-Up- Gold Level (Yellow Leaf)

Choose Brock Hughes Medical Center through **Amazon Smile** when ordering from Amazon (smile.amazon.com)

*****All donations are appreciated

Serve on the Brock Hughes Medical Center Board as a **Director**

Please call Stacey at 276-223-0558, ext. 6 or email slinkous@bhfreeclinic.org if you have questions about any of the above ways to Change Lives.



Brock Hughes Medical Center Leadership Team & Support Staff

- ▶ Stacey Linkous, Executive Director
- ▶ Dr. John Harkless, Medical Director
- ▶ Tiffany Viars, Practice Manager
- ▶ Mandy Arnold, Family Nurse Practitioner
- ▶ Kimberly Harding, Family Nurse Practitioner
- ▶ Crystal Lowder-Tibbs PRN Family Nurse Practitioner
- ▶ Brittney Anderson, Nurse
- ▶ Sandra Clarke, Pharmacist in Charge
- ▶ Denise Dunford, Medication Assistance Caseworker
- ▶ Amanda Robbins, Medical Receptionist
- ▶ Chasity Bass, Medical Receptionist

Board of Directors, as of December 31, 2020

- ▶ Julie Jackson-King, *Chair*
- ▶ Heidi Lyall, *Vice-Chair*
- ▶ Susan Evans, *Treasurer*
- ▶ Sarah Sarver, *Secretary*
- ▶ Mary Edwards, *Parliamentarian*
- ▶ Crystal Wynn
- ▶ Molly Johnson
- ▶ Kay Corvin
- ▶ Kimberly Ayers
- ▶ Brenda Atwell
- ▶ Mike Reardon
- ▶ Grant Barraclough
- ▶ Jamie Hinkle
- ▶ Kelsey Robert
- ▶ Nickolas Montgomery

“Affordable Care, Close to Home”

That tagline epitomizes the work of the Brock Hughes Medical Center for the 2019-2020 fiscal year and neatly summarizes the mission of BHMC: “to provide low-cost, compassionate, and high-quality medical, pharmaceutical, and preventive health care services to the underserved of Wythe and Bland Counties.”

While FY 2019 (which ended Sept. 30, 2020) presented significant challenges beginning in March 2020 with the emergence of the COVID-19 pandemic including the need to refine patient care processes to protect the public and the clinical staff, it has also afforded the clinic multiple new opportunities to serve those clients who have come to rely upon the BHMC as their primary healthcare provider. FY 2019 also represented the second year of operation as a hybrid health care clinic, enrolling eligible clients in Medicaid and Medicare services and then billing those providers for services rendered. Through both the pandemic and the continued development of third-party billing, the clinic staff has risen to meet these unprecedented challenges while continuing to provide the high-quality services that they have been known for. The Board of Directors of the BHMC has expanded to include a broad cross-section of community professionals who lend their expertise to the fulfillment of the Mission of the BHMC. The clinic is eagerly anticipating new horizons through the 2020 Fiscal Year as it looks toward improvement in continuity of patient care, as it changes medical leadership, and as it develops a cohesive team of health care providers focused on the well-being of the clients the clinic serves.

Profoundly grateful to all of its funding sources, the Brock Hughes Medical Center realizes its responsibility in diversifying its funding base and has successfully sought out new sources of revenue which have allowed the clinic to continue its rich tradition of providing high quality health care while remaining a responsible steward of the resources provided to it. The Board of Directors foresees the need for ongoing creativity in seeking new revenue sources to supplement third-party reimbursement and existing underwriting as the costs of providing that care are ever-increasing in today's healthcare market. To that end, new grant sources of funds were explored, the clinic made use of the Paycheck Protection Program made available through the Federal Government's Coronavirus Aid, Relief, and Economic Security (CARES) Act, the clinic sought procurement of personal protective equipment through the Virginia Association of Free and Charitable Clinics (VAFCC), and the clinic accessed local financial resources for marketing and COVID-19 related expenses. The Second Annual Jerry Hurt Memorial Golf Tournament was held in August 2020, during the middle of the pandemic and was very successful, providing the community with the ability to enjoy a fun socially-distanced activity while contributing to such a worthy cause.

The 2020 fiscal year continues to mark the 25th Anniversary of the Brock Hughes Free Clinic formation. The August 2020 Jerry Hurt Memorial Golf Tournament served as a kick-off event for this year of celebration that includes targeted marketing, public information postings, and philanthropic outreach as well as a full year of anniversary celebration events, as they are allowed by the pandemic. Certainly in its 25 years the clinic has grown exponentially in its service outreach as well as its presence in the Wythe-Bland Community, while remaining true to its initial mission and to the spirit of its namesake. As we celebrate this landmark, the Clinic looks forward with great anticipation of the opportunities that lie ahead for growth and further ministry to those citizens of Wythe and Bland Counties who depend upon the BHMC for their healthcare now, for another 25 years, and beyond.

Julia Jackson-King, Board Chair

Stacey Linkous, Executive Director

Contact Information:
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Fax Number: 276-223-0015
www.brockhughesfreeclinic.org



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