



*To assure access to quality health and wellness care to the residents and workforce  
of the Greater Williamsburg Community*

Board of Directors Meeting  
October 28, 2025  
5:00 pm

- 1) Call to Order and Attendance | Rebecca Bruhl, Board Chair
- 2) Consent Agenda | Rebecca Bruhl, Board Chair
  - a) Board of Director Minutes | September 23, 2025
- 3) State of the Facility Reports
  - a) Executive Director Update | A. Thompson
  - b) Clinical Update | Kendra Robinson, NP
  - c) Business Office | Jacob Cooper
  - d) Operations | Maggie Beamon
  - e) Dental | Dr. Modeste
  - f) Marketing & Communications | Michelle Williams
  - g) Communication & Development | Susan Dunn
- 4) Committee Reports
  - a) Finance Committee | Melissa Tucker, CPA | Chair
  - b) Governance & Nominating | Dr. Becca Bruhl, Chair
  - c) Planning & Performance | Scott Herr, Chair
- 5) New Business
- 6) Next Board Meeting | November 25, 2025
- 7) Adjourn



*To assure access to quality health and wellness care to the residents and workforce  
of the Greater Williamsburg Community*

**Board of Directors Meeting  
September 23, 2024  
5:00-6:00 pm**

1. Call to Order and Attendance | Ms. Becca Bruhl, Board Chair

Attendance			
Members Present		Members Absent	Staff Present
Dr. Becca Bruhl	R. Scott Herr	Dr. Robin Nelhuebel	Aaron Thompson
Melissa Tucker, CPA	<i>Doug Holroyd</i>	Chief Larry Snyder	Kendra Robinson, NP
Jonathan Weiss, LCSW	Heather Modispaw	Jennifer Kirby Henderson	Michelle Williams
Dr. Cornelius Powell	Rashid Jones	Dr. Henry Ranger	Susan Dunn
Dr. David Aday	Rick Jackson	Caleb Rogers	
Christine Payne	Amanda Ulishney		
<i>Brian Fuller</i>	John McGlennon		
Dr. Rana Graham-Montaque	Cheryl Fields, CPA		

2. Consent Agenda | Dr. Rebecca Bruhl, Board Chair

- i) A motion to approve the consent agenda was made by Rick Jackson and seconded by Rashid Jones, the motion was approved by the board.
  - i. Board of Director Minutes | August 26, 2024
    - 1. Change the next meeting date on the report.
  - ii. Executive Committee | September 9, 2024
  - iii. Finance Committee | September 9, 2024

3. State of the Facility Reports | Mr. Aaron Thompson, Executive Director

- i) Facility Update | Aaron Thompson
  - i. Our metrics are steadily improving.
  - ii. The annual VCHA meeting occurred September 18-20, 2024. Representatives from Olde Towne have always attended these meetings previously. This will meet the FQHC requirement to attend state healthcare association meetings.
  - iii. The Audit is still moving steadily forward. We are currently waiting information from Vanguard regarding the endowment.

- iv. Bree-Anne Weidner, from Cherry Bekaert is the point of contact for the 990, we will need an extension filed.
- v. The Annual Report is complete and has been mailed. It will be available to view online.
- vi. Discussions continue with Sentara regarding EPIC and midwifery.
- vii. The clinic will have a VVFC audit on September 25th.
- viii. Sentara will be onsite to discuss grant updates on September 26th.
- ix. On September 9th, there was a Town Hall meeting with CBH to discuss Integrated Care.
- x. FQHC update: we are nine days from the 2nd deadline. Completing this application will also make it easier to apply as a “Look-a-Like” if it is not awarded an FQHC Designation.
  - 1. There was discussion regarding how the application is scored as well as process.
- ii) Clinical Update | Ms. Kendra Robinson, NP
- iii) Dental | Dr. Lorenzo Modeste
  - i. Middle Peninsula has reached out to Maggie Beamon regarding our services.
  - ii. Eastern State still comes every other Thursday.
    - 1. Regarding Eastern State and safety, we discussed our protocols as well as contracted requirements.
  - iii. Question and discussion regarding how far out the schedule is to get a dental or hygiene appointment.
- iv) Marketing & Communications | Ms. Michelle Williams
  - i. Discussed Birdies for Charity and House of Mercy Toy Drive
- v) Communication & Development | Ms. Susan Dunn
  - i. Nothing of note to add to the report, and no questions were asked at this time.

#### 4. Committee Reports

- i) Finance Committee | Melissa Tucker, CPA, Chair
  - i. Nothing of note to add to the report and no questions were asked at this time.
- ii) Governance & Nominating | Dr. Becca Bruhl, Chair
  - i. FQHC and bylaw changes.
    - 1. Reviewed the minor changes and gave an opportunity for discussion/questions, and there were none.
      - a. Rick Jackson made a motion to approve bylaw changes, which was seconded by Christine Payne. The motion was approved by the board.
  - ii. Annual Board Work Plan
    - 1. The new Work Plan was discussed, and the board was asked for comments and/or recommendations. The document will also be placed on the Board Portal.
- iii) Planning & Performance | Mr. Scott Herr, Chair
  - i. There was no quorum at the last meeting, so no changes were voted on.
  - ii. The SWAT Analysis and Strategic Plan were discussed, and it is felt that they provide a

good foundation.

- iii. The committee will review for input and/or changes, discuss these at the next meeting, and update the board next month.

## 5. New Business

- i) Closed Session

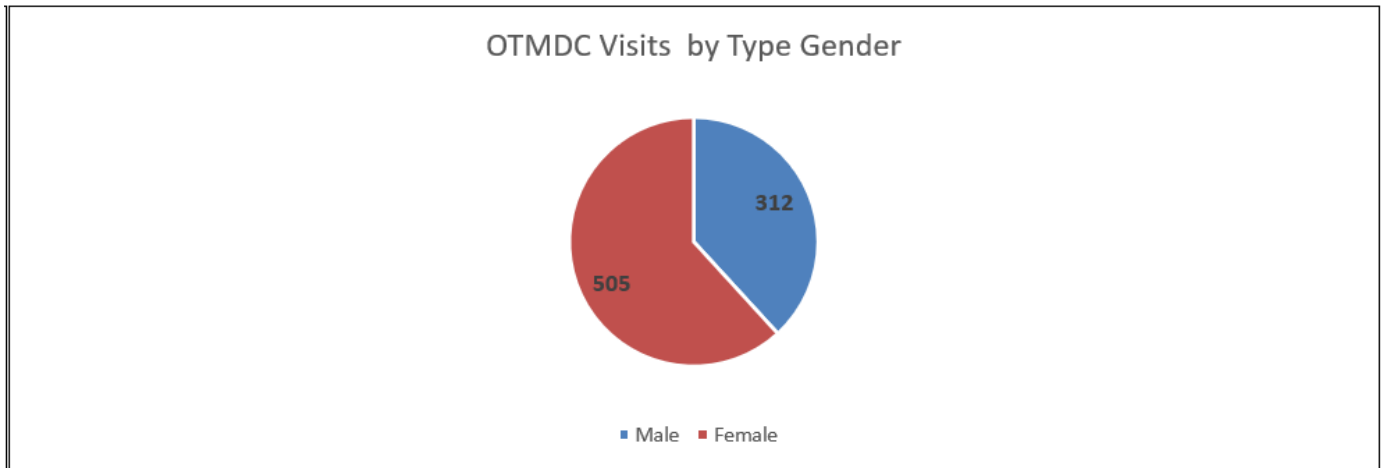
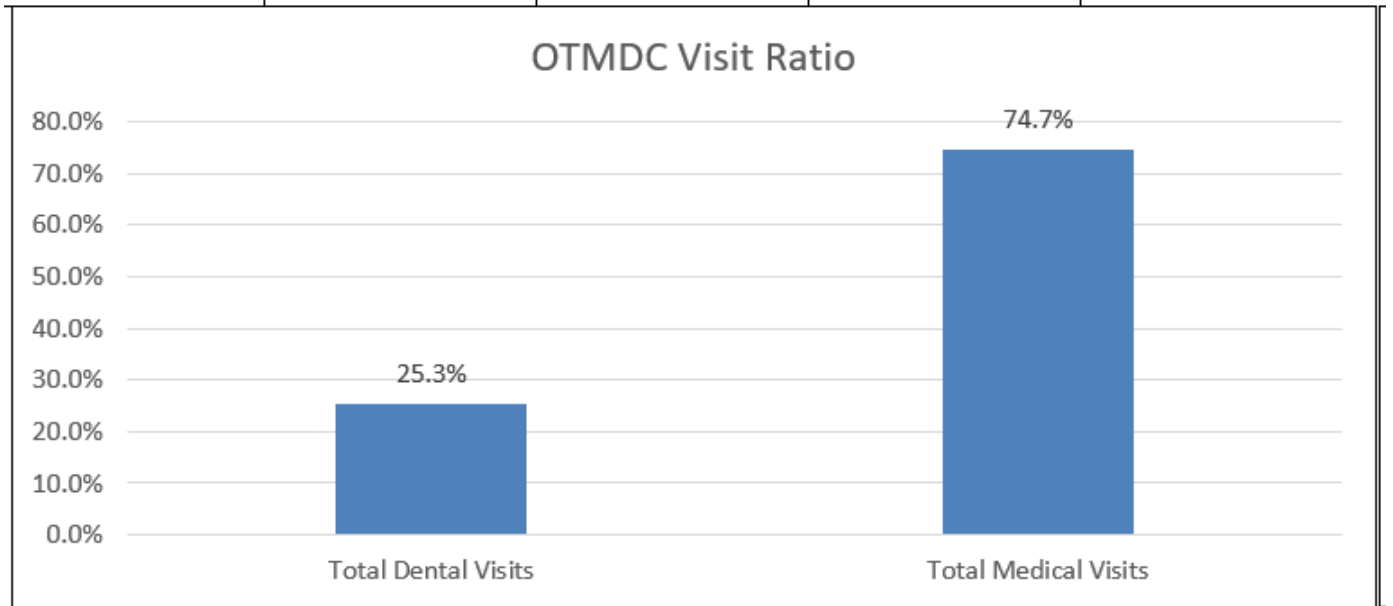
- i. Executive Director Annual Appraisal Discussion
- ii. The Executive Director's Annual review was approved, and the board approved merit increase/COLA. Effective October 1, 2024.

## 6. Next Board Meeting | October 28, 2024 at 5:00 pm

## 7. Adjourn

- i) A motion was made by Rick Jackson to adjourn the meeting and was seconded by Rashid Jones, the board approved and the meeting adjourned at 6:28.

	September 2023	September 2024	Variance
Total Patients	782	817	▲ 35
Total Visits	1,044	1,163	▲ 119
Visits per patient	1.34	1.42	▲ 0.0885



<b>GENDER</b>			
<b>Gender</b>	<b>September 2023</b>	<b>September 2024</b>	<b>Ratio</b>
Male	334	312	38.2%
Female	710	505	61.8%
	1,044	817	

<b>NUMBER OF CLIENTS SERVED</b>			
<b>Category</b>	<b>September 2023</b>	<b>September 2024</b>	<b>Ratio</b>
Total Dental Visits	190	294	25.3%
Total Medical Visits	854	869	74.7%
Total Visits	1,044	1,163	

<b>LOCALITY</b>			
<b>Location</b>	<b>September 2024</b>	<b>Ratio</b>	<b>Cumulative %</b>
James City County	687	59.1%	59.1%
City of Williamsburg	58	5.0%	64.1%
York County	174	15.0%	79.0%
Charles City	13	1.1%	80.1%
Gloucester	8	0.7%	80.8%
King Queen	3	0.3%	81.1%
New Kent	12	1.0%	82.1%
Newport News	93	8.0%	90.1%
Hampton	22	1.9%	92.0%
King William	24	2.1%	94.1%
Richmond	2	0.2%	94.2%
Surry	7	0.6%	94.8%
Other	60	5.2%	100.0%
	1,163	1,163	

## RACE

Race	September 2023	September 2024	Ratio
Asian	46	40	3.4%
Black	205	240	20.6%
Hispanic	286	421	36.2%
White	255	250	21.5%
Other	252	212	18.2%
	1,044	1,163	

## AGE

Age Groups	September 2023	September 2024	Ratio
0-11 Months	1	1	0.1%
1-11 Years	55	63	5.4%
12-18 Years	52	38	3.3%
19-35 Years	244	266	22.9%
36-64 Years	537	651	56.0%
65+ Years	155	144	12.4%
	1,044	1,163	

## SLIDING SCALE

FPL Sliding Scales	September 2023	September 2024	Ratio
Level B 100% FL	282	367	31.6%
Level C 101-138%	125	142	12.2%
Level D 139-166%	44	72	6.2%
Level E 167-200%	36	27	2.3%
Level F 201-250%	19	9	0.8%
Non Compliant	45	29	2.5%
Full Fee	10	6	0.5%
Level I (Insured)	488	511	43.9%
	1,049	1,163	

<b>HEALTH INSURANCE</b>			
<b>Insurance Category</b>	<b>September 2023</b>	<b>September 2024</b>	<b>Ratio</b>
Uninsured	511	624	53.7%
Medicaid/MCO's	234	291	25.0%
Medicaid Dental	77	87	7.5%
Medicare	45	42	3.6%
Dual Eligible Medicare	4	1	0.1%
<b>Commercial Ins.</b>			
Anthem/Optima/CI GNA	79	117	10.1%
VA Benefits	7	1	0.1%
Healthcare Exchange	22	0	0.0%
Other	65	-	0.0%
	1,044	1,163	



**OTMDC**

*Olde Towne*  
**Medical & Dental Center**

**WELCOME TO OUR TEAM**



## *Brenda Stinson*

### Clinic Assistant

Brenda Stinson, originally from Detroit, Michigan, spent over 30 years living in Los Angeles before relocating to Williamsburg in 2017. Brenda brings a wealth of experience from prior positions supporting different levels of management in several different industries. This added valuable operational expertise to her skill set. She is looking forward to the new adventure working as a Clinical Assistant at Olde Towne. A proud mother of four beautiful daughters and grandmother to six, Brenda treasures her family and the time spent with them. She enjoys reading, shopping and relaxing with a good book and soothing jazz music playing in the background.



Department of the Treasury  
Internal Revenue Service  
Ogden, UT 84201-0074

Notice	CP211A
Tax period	June 30, 2024
Notice date	September 23, 2024
Employer ID number	54-1663905
To contact us	Phone 877-829-5500

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WILLAMSBURG AREA MEDICAL ASSISTANCE  
CORPORATION  
5249 OLDE TOWNE ROAD  
WILLIAMSBURG VA 23188-8111



100086

Important information about your June 30, 2024, Form 990

## We approved your Form 8868, Application for Automatic Extension of Time To File an Exempt Organization Return

We approved the Form 8868 for your June 30, 2024, Form 990, Return of Organization Exempt From Income Tax. Your new due date is May 15, 2025.

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### What you need to do

File your June 30, 2024, Form 990 by May 15, 2025, electronically. The IRS will not accept Form 990 filed on paper for tax years ending on or after July 31, 2020. You may use software offered by visiting [IRS.gov/eomefproviders](https://www.irs.gov/eomefproviders).

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### Additional information

- Visit [IRS.gov/cp211a](https://www.irs.gov/cp211a).
- Go to [IRS.gov/charities](https://www.irs.gov/charities) or call 877-829-5500 to learn more about electronic filing requirements.
- Keep this notice for your records.

## Aaron Thompson

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**From:** Aaron Thompson  
**Sent:** Thursday, October 3, 2024 4:07 PM  
**To:** Becca Bruhl; Jones, Rashid; Becca Bruhl (Yahoo)  
**Cc:** A. Thompson; Aaron Thompson; Aaron Thompson; aaron@otmdhealth.com; Amanda S. Ulishney; Becca Bruhl; Brian Fuller; Caleb Rogers; Cheryl A. Fields; Christine Payne; Cornelius Powell; Douglas Holroyd; Heather Modispaw; Henry Ranger; Jennifer Kirby Henderson (jenniferkirby@yahoo.com); John McGlennon; Jonathan Weiss; Kendra Robinson; Larry Snyder; Melissa Tucker; Rana Graham-Montague, DDS; Rashid Jones; rashid.jones@gmail.com; Rick Jackson; Scott Herr; Kendra Robinson; Christopher J. James; Mike Wiser; A. Thompson; rnelheubel@riverside.edu; Aday, David P. Jr.  
**Subject:** Announcement: NAP Application Submission for FQHC Designation



*To assure access to quality health and wellness care to the residents and workforce of the Greater Williamsburg Community*

### Memorandum

**To:** Board Chair & Vice Chair  
**From:** Aaron L. Thompson | Executive Director  
**Date:** October 3, 2024  
**Subject:** FQHC NAP Application – Submission

Dr. Bruhl & Mr. Jones,

I am pleased to inform you that we have successfully submitted our New Access Point (NAP) Application for Federally Qualified Health Center (FQHC) designation. This marks a significant milestone in our organization's journey towards expanding our services and improving healthcare access for our community.

- 1. Application Submission:** Our NAP application has been completed and submitted to the Health Resources and Services Administration (HRSA).
- 2. Potential Impact:** If approved, FQHC designation will allow us to:
  - Enhance our ability to serve underserved populations
  - Access additional federal funding and resources

- Expand our service offerings and improve the quality of care

### 3. **Next Steps:**

- HRSA will review our application (typically takes several months)
- We may be contacted for additional information or clarification
- We will keep the board updated on any developments or requests

### 4. **Contingency Plan:**

We feel very confident about our submission. In the event that our FQHC application is not successful, I want to assure the board that we are well-positioned to apply for the "Look-A-Like" designation. This alternative pathway would still provide many of the benefits of FQHC status and demonstrate our commitment to serving our community.

### 5. **Acknowledgments:**

I want to express my gratitude to our dedicated team, who worked tirelessly to prepare this comprehensive application. In particular, our former Board Chair, Mr. Christopher James (Project Manager), Mr. Mike Wiser (Consultant), and Dr. Veronica Shuford (Grant Writer).

We are optimistic about the positive changes this designation could bring to our organization and the community we serve. The board's continued support and guidance throughout this process have been invaluable.

We will provide updates as we receive them. In the meantime, please feel free to reach out if you have any questions or require further information.

Thank you for your ongoing commitment to our mission.

Regards,

Aaron L. Thompson, MBA, CRHCP, CMR  
*Executive Director | CEO*

Olde Towne Medical & Dental Center  
5249 Olde Towne Road, Ste. D  
Williamsburg, VA 23188  
757-703-6029 c

## Aaron Thompson

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**From:** System Email User <EHBsAnonymous@hrsa.gov>  
**Sent:** Wednesday, October 2, 2024 3:34 PM  
**To:** Mike Wiser; Christopher J. James; Aaron Thompson; Aaron Thompson; Aaron Thompson  
**Subject:** [External] [External]Application: 00232476 successfully submitted to HRSA

This email is to inform you that the following application has been successfully submitted to HRSA.

Application Number: 00232476  
Application Type: New  
Organization Name: WILLIAMSBURG AREA MEDICAL ASSISTANCE CORP  
Program Name: Health Center Program  
Announcement Number: HRSA-25-085  
Application Deadline: 08/30/2024  
Authorizing Official: Mike Wiser  
Single Point of Contact: Aaron Thompson  
Application created by: GrantsGovConnector User

You can track the status of this application from your desktop, laptop or mobile device. The Application Status Tracker widget is located on the HRSA.gov website at <http://www.hrsa.gov/grants> (on the top right corner). You will need to provide the Funding Opportunity Number (e.g. HRSA-14-001), the application tracking number from Grants.gov (e.g. GRANT12345678) or HRSA EHBs (e.g. 123456) and your 12 digit Unique Entity Identifier (UEI) used in the application submission. Once you enter this information into the tracker, you can find out where in the process your application is, and what the next steps are.

A close-up photograph of a healthcare professional with long blonde hair and glasses, wearing a blue scrubs top, examining a young child's ear with an otoscope. The child is smiling and looking towards the camera. A gold ribbon banner is overlaid at the top of the image.

*30 Years of Health & Wellness*

**OTMDC**

*Olde Towne*  
Medical & Dental Center

Impact Report

2023-2024



# Everyone deserves a place to get quality healthcare

For 30 years Olde Towne has been providing exceptional primary care, dental services, vision care, prenatal care, specialty services, medication access and most recently, integrated behavioral health services to underserved adults and children in the greater Williamsburg community.

See the impact this year has had on the community as part of our three decades of healthcare services for greater Williamsburg.

**Our Mission: To Assure Access To Quality Health And Wellness Care To The Residents And Workforce Of The Greater Williamsburg Community**

# "It Has Been An Amazing Year In Terms Of How The Organization Continues To Grow, Develop, And Evolve."

This past year has been not just an important year in the history of Olde Towne Medical & Dental Center but it has been an amazing year in terms of how the organization continues to grow, develop, and evolve.

Olde Towne celebrated its 30 years of serving the underserved and uninsured in our community, those individuals who struggle to find quality health and dental care, in an environment that supports their needs while treating each and every one with dignity and respect.

To survive 30 years is an amazing accomplishment for any organization but to do it while responding to the changing health needs of the community, increasing demands on the health practitioners and ever-changing technology is a credit to the wonderful staff and leadership that make up the caring organization we know as Olde Towne. A major component of that success is due to the caring, supportive community in which we live. The support from each of the jurisdictions, James City County, City of Williamsburg and York County; the Williamsburg Health Foundation; all those in the health field who provide expertise, technical support and are willing to share their time to make sure our patients get the advanced care they need. And of course, all of you who are willing to open your wallets numerous times to make sure we can continue to open the door to those in need. Thank you!

As I leave the Board, I look back on the years that I have been active in supporting the organization with excitement about the direction that Olde Towne is pursuing. New initiatives will allow Olde Towne to better respond to the changing health needs of the community and our patients; enhanced dental, more robust primary care, focus on integrated care and the importance of access to appropriate behavioral health services. Plus, enhanced infrastructure to support and maintain the efforts to provide the robust medical and dental services required to meet our mission for another 30+ years.

It's been an honor and privilege to have been a small part of this amazing organization.

Warm Regards,



CHRISTOPHER JAMES,  
CHAIR OF THE BOARD OF DIRECTORS 2020-2024







# "We Look Forward To Continuing Our Legacy"

This year marked a significant milestone for Olde Towne Medical & Dental Center as we celebrated our 30th Anniversary. Reflecting on our humble beginnings in 1993, when we first aimed to support the Williamsburg Community Hospital, I am amazed at how far we have come. Our journey has been one of continuous growth, adaptation, and dedication to serving our community.

The past year has been transformative. We focused on strengthening our collaborations, which are vital to our success. By working closely with partners like Sentara, Riverside, and Bacon Street, we have expanded our reach and enhanced our ability to provide comprehensive care. Our proactive involvement with the Williamsburg Health Foundation has also been instrumental in our community engagement efforts.

In line with our commitment to remain responsive to the ever-changing healthcare landscape, we have been diligently refining our Strategic Plan. This year, we are excited to announce updates to solidify our strategic partnerships further and ensure our approach remains relevant and forward-thinking. Our quarterly reviews of the plan have kept us agile and prepared to meet new challenges directly.

One of our major initiatives last year was implementing a cutting-edge electronic health platform. We have made progress and continue to move forward. This new system will revolutionize our operations, streamline processes, and significantly enhance patient care and outcomes.

Our team has grown more robust by adding talented new members. Their innovative contributions have made a noticeable impact, and I am confident that their presence will drive us to new heights of excellence. We are ready to embrace the future with open arms, confident in our ability to innovate and inspire. Our team's dedication and passion are the driving forces behind our success, and I am inspired daily by their commitment to our mission.

I would also like to take this opportunity to acknowledge the changes in our Board of Directors. Our heartfelt appreciation goes to Chair Christopher James and Communications & Development Chair Frank Sisto for their outstanding leadership and unwavering support. Additionally, we are deeply grateful for the many contributions of Adria Vanhoozier, President of Riverside Doctors' Hospital Williamsburg. Her guidance and support have been invaluable to our growth and success.

None of our accomplishments would have been possible without the generosity and support of our donors. We are incredibly thankful for the Ford's Colony Residents and the Men's Golf Association. Their contributions have played a crucial role in enabling us to continue our mission and expand our services.

Thank you for being an integral part of our journey. Your support and trust have been the foundation of our achievements. As we embark on the next chapter, we look forward to continuing our legacy of care, compassion, and community service.

With deepest gratitude,

*Aaron L. Thompson*

AARON L. THOMPSON, MBA, CRHCP, CMR  
EXECUTIVE DIRECTOR

"Olde Towne's greatest strength lies in its ability to remain both flexible and transformative in order to meet the needs of patients. For quite some time, we have been working to fill the gaps in care for our patients with behavioral health needs. We've been intentional about building community partnerships to support our very own Integrated Care Model. This year we have made strides in this area and are able to provide these much needed services for our patients and serve as a true medical home for them, offering primary care and access to some behavioral health services."

**Kendra Robinson, NP**  
**Clinic Director**

"Olde Towne Dental Center has created an indelible mark on greater Williamsburg over the last 30 years by providing optimal dental services to a community that has witnessed the increased cost of dental care. We have truly made these services more affordable to the community at large."

**Lorenzo Modeste, DDS**  
**Dental Director**

**3,735**

Total Patients Served  
 FY 23-24

**13,745**

Total Patient Visits  
 FY 23-24

**964**

Immunizations  
 Administered FY 23-24

**1,511**

Total Medicaid Patients  
 FY 23-24

**123**

Total Medicare Patients  
 FY 23-24

**2,978**

Adult Patients  
 FY 23-24

**757**

Pediatric Patients (Under 21)  
 FY 23-24

**1,441**

Number of Uninsured  
 Patients FY 23-24

**660**

Number of Commercially  
 Insured Patients FY 23-24



Programs	Details	Outcome
<b>Integrated Health</b>	Primary Care Services Including Behavioral Health Assessments	Increased Patient Primary Care Visits. Enhanced Partnerships With Bacon Street And Colonial Behavioral Health
<b>Comprehensive Dental Services</b>	Dental Care Including Fillings, Extractions, Limited Root Canal Therapy, Crowns, Partials & Dentures.	Addition Of A Registered Hygienist To Dental Staff Allowing Increased Patient Visits For Dental Care
<b>Medication Access Program</b>	2,752 Total Medications Provided To Patients	Dollar Amount Equivalent To \$2,826,565.30

The Dedication Of Our Providers, Staff, Board Members And Volunteers Has Produced A Significant Impact On Our Patients.

We Are Grateful To All Of Our Outgoing Board Members Including Christopher James, Board Chair And Frank Sisto, Communications & Development Chair, Pictured Here, For Their Outstanding Support Of Our Organization.



# Celebrating 30 Years Of Health & Wellness

## Board Of Directors

Christopher James | Chair  
Becca Bruhl, DrPH, MPH, MEM | Vice Chair  
Melissa Tucker, CPA | Treasurer

Cheryl Fields, MBA, CPA, CMI  
Brian Fuller  
R. Scott Herr  
Doug Holroyd  
Rick Jackson, MPA  
Rashid Jones  
Jennifer Kirby Henderson  
Cheryl Holland  
John McGlennon  
Rana Graham-Montaque, DDS

Christine Payne, MBA, BSN, RN  
Cornelius Powell, MD, MBA, CHCQM-PSRM  
Henry Ranger, PharmD  
Caleb Rogers  
Frank Sisto  
Larry Snyder  
Amanda Ulishney  
Adria Vanhoozier  
Jonathan Weiss, LCSW  
Shannon Woloszynowski

## Volunteers

Dr. Gerard Abate	Dr. Andrew Goodman	Melvin Snead, LPC, LMFT	Pricila Garcia Rodriguez
Cris Becerra	Dr. Ronald Grossman	Maneth Mills	Mike Sheedy
Wilma Bond, RN	Dr. Karen Isaacs-Charles	Nikki Mowry	Dr. Shuping Wang
Dr. Sarah Civitillo	Isabelle Kogan	Irina Nelson, RN	Dr. Art Wilding
Margaret Curro	Marie "Pinky" Liona	Rosemary Nevin	
Judy Danko	Dr. Pamela Lundburg	Janet Parker	
Peggy Doerr, RN	Bella Mack	Christine Payne, RN	
Nancy Fegenbaum	Dr. William Mann	Dr. Christine Piascik	

## Staff

Aaron Thompson, MBA, CRHCP, CMR | Executive Director  
Gregory Biernacki, MD | Medical Director  
Kendra Robinson, NP | Clinic Director  
Lorenzo Modeste, DDS | Dental Director

Margaret Beamon, CRHCP	Susan Dunn	Julie Gutierrez	Kylie Modispaw	Alexis Roane
Pam Bryant	Cierra Fossiano	Kelley Hendricks, RDH	Tracy Montgomery	Wendy Romero
Jamara Christian, NP	Meiber Gonzales	Susan Lontkowski, MD	Venora Neil-Lee	Tammy Rosales, LPN
Jacob Cooper, CRHCP	Sydney Greenberg, NP	Abraham Martinez	Stacey Richman, NP	Tonya Sabb
Cami Cox	Cindy Gregg	Destiny Martinez	Christopher Rivera	Lisa Tinker, CRHCP
				Susan Walkley, NP
				Michelle Williams

# 2023-2024 Celebrating A Milestone Anniversary

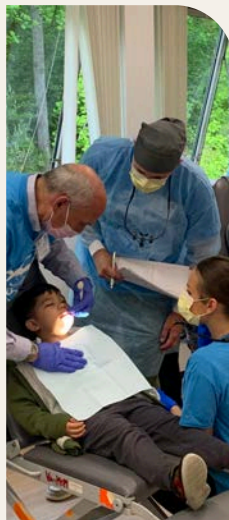
**For 30 years Olde Towne has been dedicated to its mission of “Assuring access to quality health and wellness care to the residents and workforce of the greater Williamsburg community.”**

The last three decades have cemented Olde Towne as a vital health center that cares for the underserved in greater Williamsburg. Our health resources have created a significant increase in the wellness outcomes of our community while decreasing health disparities of certain populations that we serve, due to substantial barriers.

Throughout our 30 years of providing healthcare, Olde Towne has served as an exemplary model for assistance to individuals and families who often have no other means of receiving necessary medical and dental care.

One of the most distinctive features of our health center’s services is our Integrated Care Model. Olde Towne is intentional about caring for the whole person, which includes mental health in addition to physical health. Our Integrated Care Model allows for assessment at each visit to make sure our patients’ health is managed both physically and mentally. At the visit, resources are shared and referrals for counseling are managed just as referrals for services for additional physical health care is offered through specialty providers.

Dental Services, Specialty Care by area volunteer specialty providers, Maternity Services, Vision Care, Medication Access for those that qualify, and Laboratory Diagnostic Procedures have been a hallmark of the services Olde Towne provides to our community, then, now, and in the future.



# 2023-2024 Highlights

**It was a busy and exciting year celebrating our 30th anniversary! We kicked off the year-long celebration by hosting the OTMDC Anniversary Gala at the Williamsburg Lodge with awards honoring some of our most distinguished community partners and providers that have been committed to our mission for the better part of the last 3 decades.**

Olde Towne has always been an essential resource for our community, and this past year we embraced that responsibility with even more passion. We engaged in multiple endeavors to connect with various groups throughout the community as a wellness organization, a community partner and a resource center.

Some of the benefits of those endeavors included hosting a highly successful second annual "Give Kids A Smile," free dental care event where 213 children were treated with 401 services, free of charge. We organized medical and dental students from VCU and W&M to volunteer within the center, and hosted a local high school group "Medical Explorers" to showcase various health professions.

We began caring for the dental needs of Eastern State Hospital patients through a collaboration with the state facility. We started a Walking Group for patients and hosted Wellness Sessions that included Yoga and Zumba. All while caring for our patients with an increased number of visits over last year.

We were able to expand our outreach within the community. Through our association with the Peninsula Agency on Aging, American Heart Association, Network Peninsula, Virginia Community Healthcare Association, Williamsburg Health Foundation, WJCC Schools, Real People Educating Others, Senior Advocate and other community-minded organizations, we continued to help elevate healthcare in our region.

We welcomed the general public for our first-ever Open House to educate the community about the incredible work we do, allow an opportunity to meet our providers, and see first-hand our impact in greater Williamsburg. Finally, ending our year on a high note, the annual Ford's Colony Resident's Campaign and OTMDC Charity Classic Golf Tournament raised \$80K to help continue support of our mission.



## Summer 2023 Highlights

- Kickoff of the 30th Anniversary
- National Health Center Week
- RPEO Back To School Outreach Event

## Autumn 2023 Highlights

- 30th Anniversary Gala
- Giving Tuesday
- James City County Outreach Event

## Winter 2024 Highlights

- First Open House Event
- Fundraiser At Alewerks Brewing Company

## Spring 2024 Highlights

- Williamsburg Farmer's Market
- Cocktails For A Cause Event
- Give Kids A Smile Event
- Give Local 757
- Ford's Colony Residents Campaign & Golf Tournament

Olde Towne Medical & Dental Center

757.259.3258

otmdc.org



# We thank our donors for their generous support in FY 2023–2024!

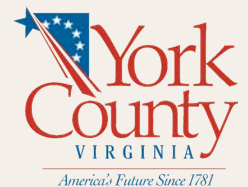
Our ability to provide services and programs for our patients is a direct reflection of the generosity of our donors and patrons.

We receive contributions from the three local jurisdictions, area foundations and community partners, as well as generous individuals who help champion our mission. To all, we say a humble “Thank You” for your continued support.

If you would like to donate to Olde Towne Medical & Dental Center and help support services for our patients, please use the attached envelope or visit our website, [otmdc.org/donate](http://otmdc.org/donate).

Volunteers are essential for the many demands of our center including clinical and dental services, translators, committees and events. If you would like to volunteer, please go to [otmdc.org/volunteer](http://otmdc.org/volunteer) to find out how you can help at Olde Towne.

See Our Full List Of Donors And Contributors By Using Your Smart Phone To Scan This Code:



# Financials FY 2024

3.37 M

## CASH RECEIPTS

### Local Government Grants

JCC Contribution	\$ 404,764
Williamsburg Contribution	\$ 116,000
York Contribution	\$ 120,256
<b>Total Local Government</b>	<b>\$ 641,020</b>

### Grants/Contributions

State Gov't Grants	\$ 3,919
Foundation Giving	\$ 2,700
All Other Foundation Grants	\$ 8,496
Virginia Primary Care Assoc.	\$ 62,636
WHF Contribution	\$ 900,000
<b>Total Grants/Contributions</b>	<b>\$ 977,751</b>

### Other Cash Receipts

Patient Services	\$ 852,146
Individual Giving	\$ 161,408
Ford's Colony Men's Golf Event	\$ 49,114
Olde Towne Anniversary Gala	\$ 77,525
Investment Earnings	\$ 510,750
JCC Screening Exams	\$ 62,854
Williamsburg Screening Exams	\$ 5,630
Local Organizations	\$ 5,138
Total Special Event Fundraising	\$ 14,745
Corporate Giving	\$ 16,000

**Total Other Cash Receipts \$ 1,755,310**

**Total Cash Receipts \$ 3,374,081**

## CASH DISBURSEMENTS

Salaries and Wages	\$ 1,950,173
Employee Benefits	\$ 714,810
<b>Total Personnel Expense</b>	<b>\$ 2,664,983</b>

Professional Services	\$ 174,755
Insurance	\$ 25,500
Telecommunications	\$ 10,035
Annual Audit	\$ 31,260
Space Rental	\$ 146,012
Medical/Pharm/Dental Sup.	\$ 63,429
Laboratory Services	\$ 35,786
Furniture/Equipment Total	\$ 5,000
Other Operational Expense	\$ 217,160

**Total Cash Disbursements \$ 3,373,920**

## Funding Summary

\$3,374,081

Total Cash Receipts

\$977,751

Total Grants

\$641,020

Total Local Gov. Contributions

\$3,373,920

Total Disbursements



# Calendar Of Events

Please Join Us For These Events Throughout The Coming Year As A Patron Or A Volunteer.

We Appreciate Your Support!



Event	Date	Details	Location
<b>DROP EVERYTHING FOR OLDE TOWNE</b>	September 12, 2024	Annual Golf Ball Drop Sponsored By Dominion Energy	Ford's Colony Country Club
<b>OLDE TOWNE STRIDE FOR WELLNESS RUN</b>	November 16, 2024	5K And 10K Fundraiser Race. A Colonial Road Runners Grand Prix Event	Kingsmill And Carter's Grove Country Road
<b>GIVE KIDS A SMILE</b>	February 8, 2025	Day Of Free Dental Services For Children Up To 18 Years Of Age	Olde Towne Medical & Dental Center
<b>OTMDC CHARITY CLASSIC</b>	May 7, 2025	Annual Golf Tournament Benefiting Olde Towne	Ford's Colony Country Club





5249 Olde Towne Road, Suite D  
Williamsburg, VA 23188  
[www.otmdc.org](http://www.otmdc.org)



Our Mission: To Assure Access To Quality Health  
And Wellness Care To The Residents And Workforce  
Of The Greater Williamsburg Community.

NONPROFIT ORGANIZATION  
U.S. POSTAGE PAID  
WILLIAMSBURG, VA  
PERMIT #760



Clinical Department Update: 10/16/2024

Submitted by: Kendra Robinson, FNP

- **Medical Department**

- Vacancies:
  - PRN Medical Assistant (Vacant since 12/1/2023)
  - Nurse Practitioner/Physician Assistant (1)
    - We continue to recruit for one additional NP/PA.
      - An offer was made to one candidate, however, she declined and took another position.
      - More interviews are scheduled for 10/23/24.

- **Integrated Care Update:**

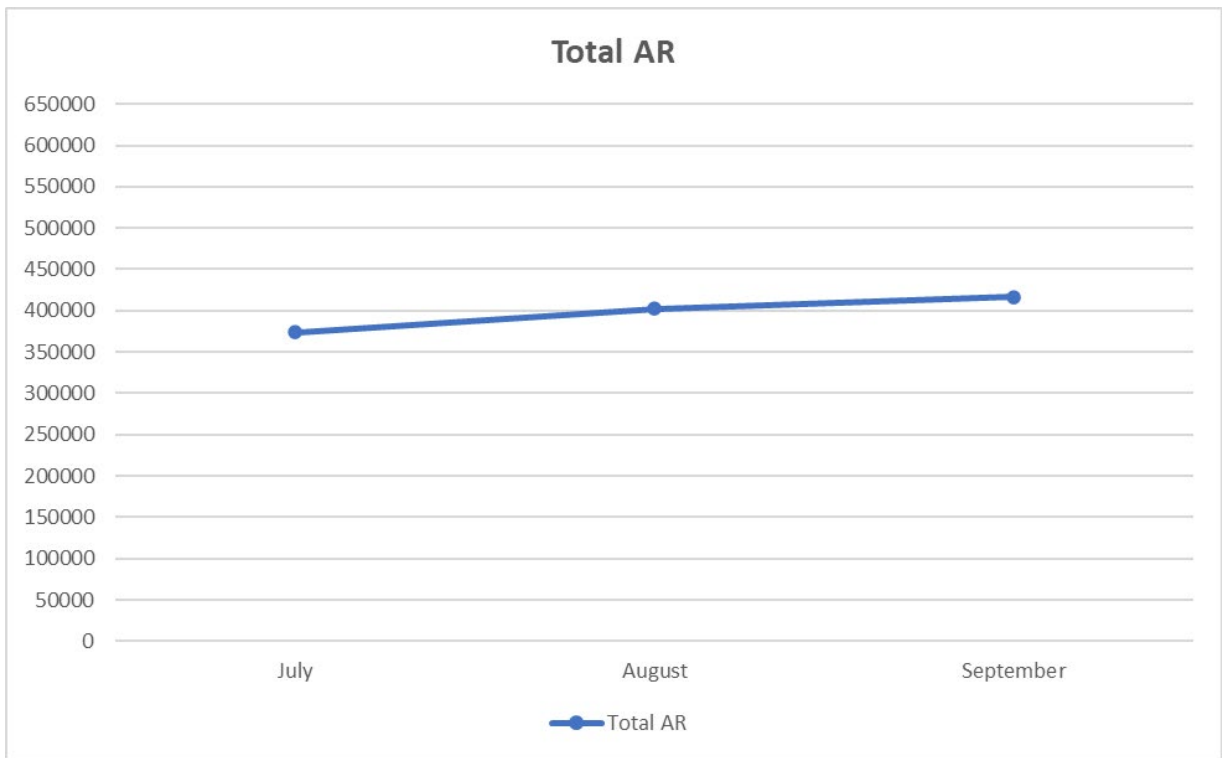
- Recruitment for a psych NP or psychiatrist continues.
- Kiara Robinson, a behavioral health consultant employed by CBH, continues to provide brief interventions and care to the patients of Olde Towne.
- Bacon Street continues to provide counseling weekly for our patients.
- Melvin Snead continues to come biweekly to provide counseling for our patients and has added a few hours a month to accommodate growing need for counseling. We are in the process of getting Mr. Snead credentialed at OTMDC so he can start seeing our insured patients as well.
- VMAP is available to providers daily.
- *Starting in November we may have an additional LCSW volunteering to see uninsured patients at Olde Towne. Details to come at a later date.*

- **General Updates**

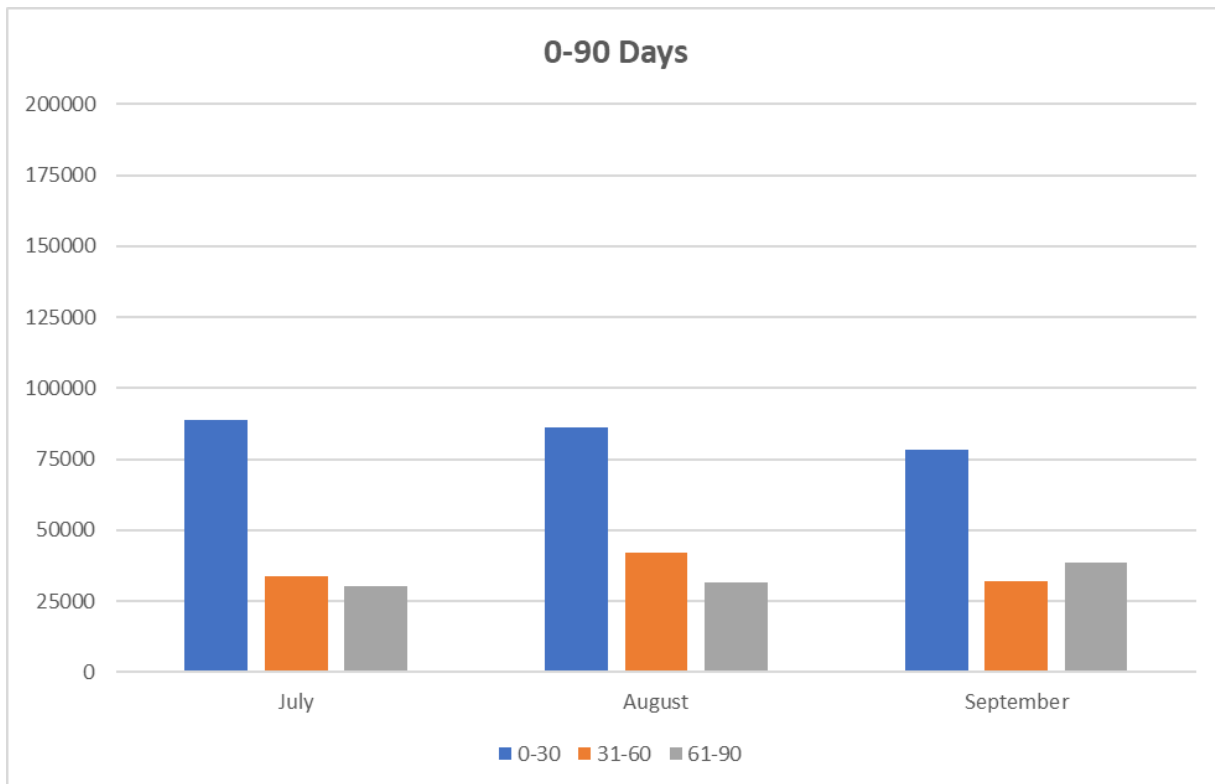
- **Reach out and Read**
  - The reach out and Read site visit was very successful.
- **VVFC (Virginia Vaccines For Children)**
  - The annual audit for the VVFC program was very successful. OTMDC received a perfect score and zero citations during the VVFC audit.
  - The new immunization fridge and freezer were a big hit!
- **Volunteer providers**
  - Dr. Kerry Prewitt (cardiologist) will be joining our team of volunteer providers at Olde Towne. He will be seeing our uninsured patients who need cardiology or vascular consults.

**Business Office Departmental Update: October 2024**

- The business office - along with Mr. Preston and Mr. Wiser - coordinated with Ms. Beamon, NP Robinson and Mr. Thompson to submit the necessary documentation for Olde Towne’s FQHC application.
- Jacob and Lisa continue to compile and submit necessary data for the FY24 audit.
- We continue to monitor patient demographics data to ensure that we have the correct locale selection for their county of residence. This aids in maintaining the accuracy of our CSR report.
- We’ve preemptively started gathering documents and necessary data for the FY24 Medicare Cost Report (due in December) and are awaiting a Field Audit for the FY23 report.
- Total AR for the first quarter has risen by approximately \$43,000 – mostly due to the over 90-day bracket. Self-pay (sliding scale) represents about 50% of total AR and approximately 63% of the over 90-day bracket.



The up to 90-day categories have generally decreased, with only the 61-90 increasing by approximately \$7,500.



- The business office continues to work with Ops Management and volunteers to purge old records and consolidate our storage units.
- Jacob met with Mr. Simango to discuss and train on Quickbooks functionality.

Date: 10/16/2024

By: Margaret “Maggie” Beamon

### Medication Access Program

- For the month of September, MAP requested 107 medications on behalf of 58 patients which was valued at \$109,738.81.

Dates: 09/01/2024 – 09/30/2024		
Patient Count	Request Count	Total Value (AWP)
58	107	\$109,738.81

- .MAP assisted 8 patients with Medicaid applications during the month of August.

### Operations Manager

- We are continuing to monitor the incoming calls to the main line and adjust our workflow as needed in hopes to improve the response time for both answering the phones and responding to voicemails received.
- We are continuing to adjust the dental schedule in order to accommodate the patients who have been waiting for an appointment.
- We have hired 2 clinical assistants. Brenda Stinson started today, 10/16/2024 and Aurianna Ouzts will begin in November 2024.



To assure access to quality health and wellness care to the residents and workforce of the greater Williamsburg Community.

## Dental Report

As the leaves begin to change on a cool autumn day, Olde Towne dental clinic continues to forge ahead. The clinic continues to serve a diverse demographic community that depends on our services. We recently treated a patient from Mexico that needed dental care. Upon examination, we discovered the entire previous treatment of the tooth would be considered “totally inadequate “in terms of “American standard of treatment “. We subsequently determined that the tooth had to be extracted. But, these types of cases always have me reflect on my professional proficiency as a provider and the true value and impact that we continue to share with the community. It also gives me humility knowing that we are training our future dentists here at Olde Towne and providing each student with invaluable experiences to become competent professionals!

For the month of September, we treated 279 patients. Patient encounters were 294. The clinic continues to treat Eastern state patients as well. The clinic also continues to have a steady flow of patients in need of partials and dentures, so we continue (in conjunction with the business department) working on pre- authorizations for the patient’s treatment. It has been a true service (blessing) that DentaQuest has provided services for dentures and partials. A large part of the underserved community will truly benefit from these services.

On the evening of October 16 Old Town will host its quarterly Dental Study meeting which invites dental professionals from the community to engage in fellowship and lecture. This lecture also provides continuing education credits for all professionals in attendance. These lectures include a host of dental topics that are relevant to the dental practice and care of patients.



*To assure access to quality health and wellness care to the residents and workforce of the greater Williamsburg area*

## Marketing & Communications Report Summary

September 14, 2024 – October 12, 2024

### Events & Fundraising:

Working on details of **Giving Tuesday**, December 3, 2024. Campaign will focus on specific needs of the center.

Michelle and Susan are currently working on details of **Stride For Wellness** 5K/10K race logistics for November 1, 2025. JCC permit approved along with JCC police approval.

Making plans and contacts for **Give Kids A Smile**, February 8, 2025.

### Communications:

**Email Blasts/Newsletters:** October email being composed in new platform MailChimp. If you are not receiving our monthly newsletter please let Michelle know.

Posted content for **Social Media Posts** on all channels as well as happenings about Olde Towne along with health information for patients. Focus was on community outreach, services and programs for OTMDC as well as donation opportunities and recent activities.

Susan reached out to **JCC Recreation Center** to see about OTMDC using their closed-circuit monitors for advertisement of OTMDC services and events.

### Marketing & Outreach:

We participated in **Here For The Girls** "Run For The Hills" 5K event as a Vendor. Made new connections with some local organizations including **Genentech**, **The Smile Group** and **Virginia Beer** among others. It was a well-attended event with 450 runners. Good way to promote Olde Towne and, also was opportunity to consider options for our own 5K/10K event.

Participated with **House of Mercy** in their Health Fair. We were a vendor for the event sharing OTMDC services with their clients as a resource for health and wellness.

### Ambassador Connections

Met with P.J. Piggott of **The Pavilion At Williamsburg Place** to learn about the facility and services they provide for Mental Health. Invited Kiara Robinson to attend as well. The Pavilion has crisis space as well as longer-term treatment available for patients in need of mental health and is also connected to The Farley Center for substance abuse. P.J. will be bringing information to our providers for them to have for patients. He also took a tour and learned about OTMDC as a community resource as well.



*To assure access to quality health and wellness care to the residents and workforce of the greater Williamsburg area*

### **Ambassador Connections Cont'd.**

Michelle met with Derek Mason of **WYDaily** to find out more about how OTMDC can utilize their on-air platforms for marketing. We discussed some promotions for events and ways to offset advertising costs as well as collaborations with other advertisers.

### **Social Media Analytics**

Facebook Reach 2.2K Facebook Engagement Decrease 29% Reactions Decrease 38%  
Instagram Reach 651 Instagram Followers 332 Instagram Engagement Increase 29%

### **On the Calendar – Upcoming Events and Outreach Opportunities (volunteers always welcome)**

October 18 – Williamsburg Advisory Council Meeting  
October 23 – Network Peninsula Funders Forum, Norfolk  
November 7 – JCC Live Well Expo

\*Michelle was on vacation, 9/25-10/1.



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THE  
PULSE



## Olde Towne featured in WHF Video *Difference Makers*

WILLIAMSBURG  
Health  
FOUNDATION

Celebrates the Difference Makers

Olde Towne Medical and Dental Center is proud to be part of this incredible salute to community organizations that are driving the advancement of the health and wellbeing of our region.

Each organization featured is a "Difference Maker". Through our shared passions, and with the funding of the Williamsburg Health Foundation, greater Williamsburg families are able to receive resources that positively impact the health of residents and the workforce at every stage of life.

We are grateful to be part of this unique and important group of organizations. Thank you to each one for all you do and thanks to the Williamsburg Health Foundation for this amazing video!

To watch the video, click on the Health Foundation logo above or use the button below

[Difference Makers Video](#)



### Connecting With The Pavilion At Williamsburg Place

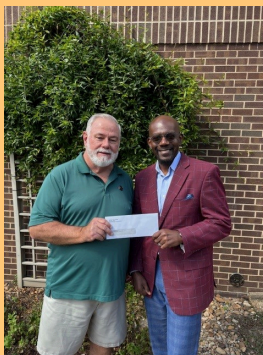
Olde Towne had the privilege of connecting with The Pavilion at Williamsburg Place, a 66-bed inpatient psychiatric facility offering services for mental health in a safe and secure environment that helps patients return to a well-functioning, full life.

Mr. Purcell "PJ" Piggott stopped by and shared the services of The Pavilion in an effort to help Olde Towne gain access to another resource for the mental health of our patients.

Collaborations like this within our community make Williamsburg a great place to live and helps connect resources for all. Thank you Mr. Piggott for sharing your valuable services with Olde Towne.

Pictured with Mr. Piggott, Business Development Representative at The Pavilion are (L-R) Kiara Robinson onsite Mental Health Consultant with Colonial Behavioral Health, Michelle Williams, Marketing & Communications for Olde Towne and Susan Dunn, Development & Communications for Olde Towne.

[View](#)




### Golf Ball Drop \$250 Winner

Mr. Joe Martin was our \$250 Winner of the Golf Ball Drop since his golf ball was the second closest to the hole. He stopped by to pick up his winnings and took a photo with our Executive Director, Mr. Aaron Thompson.

Mr. Martin commented on the great work we do in the community and how much he appreciates Olde Towne. We appreciate your support Mr. Martin. Congratulations!

### Give Kids A Smile Is Coming February 8

## Give Kids A Smile®




Give Kids A Smile® is an annual volunteer initiative providing free educational, preventive and restorative services to children from low-income families. Thousands of dentists across the country will take time from their practices to help underserved children who aren't getting the oral health care they need.

**Will You Join Us?**  
Give Kids a Smile focuses on giving free dental care to children who would normally go without. We welcome Dentists, Hygienists, Dental Assistants, Spanish Speakers, Clinical Help, Clubs, High School Organizations, and Community Organizations.

**Your Community Needs You!**  
Help make a difference in the lives of children in your community. Please consider volunteering your time and talents for this year's Give Kids A Smile!

**Can't Volunteer, But Still Want To Help?**  
Donations of food/beverages, giveaways, supplies for children's activities are welcome too! Contact susan.dunn@jamescitycountyva.gov for more information.

**Scan To Volunteer**  
or go to [bit.ly/4eQ634F](https://bit.ly/4eQ634F)



**Date:** February 8, 2025  
**Time:** 8:00am - 4:00pm (volunteer hours, patient hours are 9-3)  
**Location:** Olde Towne Medical & Dental Center  
5249 Olde Towne Rd, Williamsburg VA 23188  
For More Information Contact [susan.dunn@jamescitycountyva.gov](mailto:susan.dunn@jamescitycountyva.gov)



### There's Still Time To Donate To Olde Towne With Birdies For Charity Grow Your Donation 10%

Olde Towne is participating in the Dominion Energy Charity Classic "Birdies For Charity." You can still **donate NOW through October 20** and your donation will grow by 10% to benefit patients of Olde Towne.

*The Dominion Energy Charity Classic is at The Country Club Of Richmond October 17-20.*

For more info about donation or the tournament, click below

[Birdies For Charity](#)



### Happy Halloween From Olde Towne

# Community Corner

We love connecting in the community. Here's what we've been up to recently.



## Here 4 The Girls Run For The Hills 5K

Olde Towne was part of the Vendor Village for the Here 4 The Girls Run For The Hills 5K to benefit young women with Breast Cancer. We had a great time sharing our information with race participants and supporters. Olde Towne can be a welcome primary care and dental services solution for families who have been faced with a new diagnosis or hit hard by the financial strain of a cancer diagnosis and treatment. Olde Towne is always glad to be part of community events like this one and to support our peer organizations like H4TG that are serving the better health of our community.

Picture 1 above are participants in the 5K Race. Picture 2 are Susan and Michelle of OTMDC along with Joyce Ortiz, H4TG Board Vice Chair and Chris Schwab, H4TG Executive Director.

## House Of Mercy Health Fair

House of Mercy Health Fair was a chance for Olde Towne to partner with another peer organization that is a terrific resource for our community. We were able to meet with some of their clients that can use OTMDC Services. Another benefit of events like these are the connections we make with other local groups and organizations to share our information and find out what additional needs there are among local residents, the homeless and those that are under served. We were able to share information about our primary care, dental services, pediatric services and behavioral health. Another plus - finding additional volunteers that want to help further our mission.

Olde Towne values these outreach opportunities. Thank you House of Mercy! Keep up the good work!



## Time To Get Your Flu Shot!

October is the perfect time to get your flu shot so you can be protected throughout the fall and winter months. The holiday season is coming up fast and you don't want to miss family gatherings, parties and activities by being down with the flu. A simple vaccine can make the difference in decreasing your risk of contracting or spreading the influenza virus and can significantly decrease symptoms and length of time recovering from the virus if you do contract it. While you're at it, get the COVID vaccine too to make sure you are protected.



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## Communications & Development | Susan Dunn

October 2024

### Development

- Events
  - Give Kids A Smile | February 8, 2025
    - Begun work on coordinating the event.
    - Sent out a save the date to current and past volunteers, former GKAS volunteers, as well as several area dental offices.
    - CFA will be in attendance, hopefully with the cow mascot, giving away food to families in attendance.
    - Reached out to TowneBank about their mascot, Towne E. Bear, visiting the event.
    - Reached out to Solomon the Comfort Dog to visit the event.
- Volunteers
  - Applications have slowed down now that the semester is underway.
  - Created an online form for volunteers to enter their time and this seems to be working well. It integrates with our donor platform to track hours. See attached for our first quarter data.

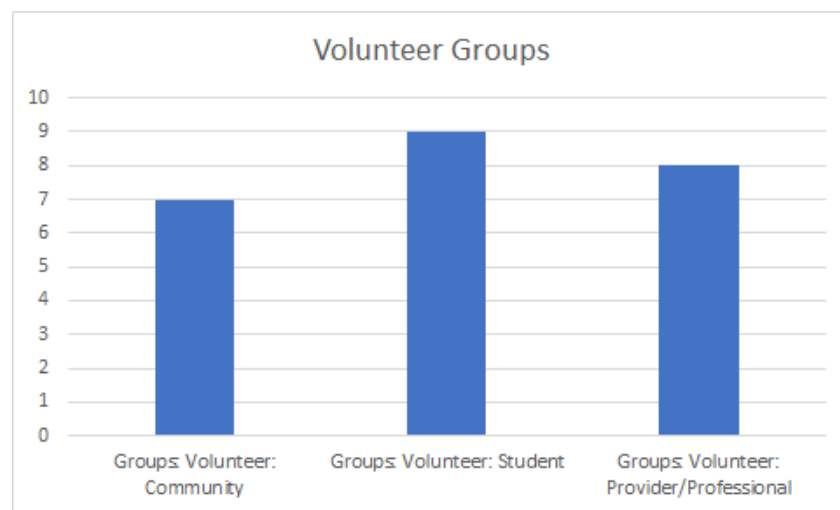
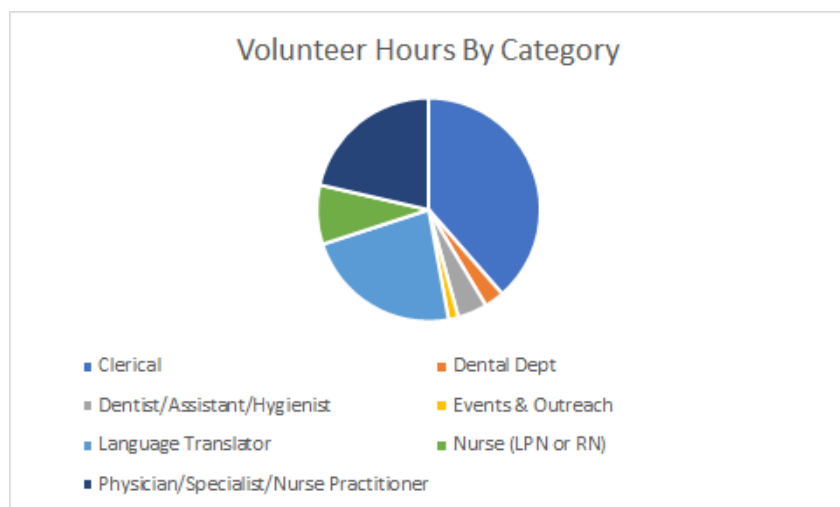
### Communication

- Website
  - Working on streamlining some areas of the website for ease of use.
  - Updating events, scrolling banner, and photo gallery.
  - Added the Annual Work Plan to the board portal.
- Misc
  - Created graphics for upcoming Giving Tuesday fundraiser.
  - Informational flyers for GKAS Save the Date, Event, and Volunteers created.
  - Updated our brochure and created Spanish version.
  - Created Welcome video for social media.
  - Created graphics for social media advertisements that are fall related.
  - Created and disseminated Staff Newsletter.

# Olde Towne Medical & Dental Center

## FY25 Quarter 1

Category	Count	Total Hours
Clerical	27	134.25
Dental Dept	2	27.0
Dentist/Assistant/Hygienist	3	8.5
Events & Outreach	1	6.0
Language Translator	16	102.75
Nurse (LPN or RN)	6	42.0
Physician/Specialist/Nurse Practitioner	15	74.25
Totals	70	394.75



**FY24 Volunteer Summary**

Volunteers	Total Volunteers	Q1 Hours	Q2 Hours	Q3 Hours	Q4 Hours	Total Hours
DOCTOR VOLUNTEERS	7	39.75	27.25	133.75	69.75	270.5
DENTIST VOLUNTEERS	1	0	0	16	16	32
NURSE VOLUNTEERS	4	67.5	59.75	53.5	75	255.75
DENTAL ASST/HYGIENIST	3	27.75	109	42.5	10.75	190
COMMUNITY VOLUNTEERS	11	157	143	95.25	134.5	529.75
COLLEGE VOLUNTEERS	23	102.5	159.75	204.50	280.25	747
<b>Totals</b>	<b>49</b>	<b>394.5</b>	<b>498.75</b>	<b>545.50</b>	<b>586.25</b>	<b>2025</b>

# SAVE THE DATE!

To volunteer at our next GKAS event. More  
volunteer information to follow.

Questions or to make sure you are on our  
volunteer email list contact

[susan.dunn@jamescitycountyva.gov](mailto:susan.dunn@jamescitycountyva.gov)

## Give Kids A Smile



## Free Dental Services

*For Children Under 18 And Are  
Medicaid Eligible Or Uninsured*

Date: February 8, 2025

Time: 9:00am - 3:00pm (tentative)

Location: Olde Towne Medical & Dental Center

5249 Olde Towne Rd, Williamsburg VA 23188



## Keep Yourself & Others Healthy

Take a look at the October bulletin board for some tips on how to stay healthy, and keep others healthy, from illness.

- Handwashing can reduce illness by 21%
- Using facial tissue to cover a cough and sneeze helps prevent the spread of germs.
- Exercise improves your immune system to help prevent illness.
- Limit sugar as it can trigger an inflammatory response that causes disease and illness. This inflammation can also make cold symptoms like coughing worse.

## Announcements

- The monthly staff meeting will be held 10/3 at 2:00pm in the MPR.
- We will be filming a short video of the staff standing outside their main hall doors waving hello immediately after the staff meeting.
- Events & Outreach will be representing OTMDC at the Here For The Girls Run at a vendor table on 10/5 from 7-11am in New Town. Stop by if you are in the area.
- Thank you to all that helped with our Golf Ball Drop fundraiser.
- If you have not nominated someone for Employee of the Quarter please submit to Mr. Thompson as soon as possible.

## OCTOBER 2024

SUN	MON	TUE	WED	THU	FRI	SAT
		1 Homemade Cookies Day	2	3 Staff@2	4 World Smile Day	5 H4TG Vendor Table
6 Physician Assistant Day	7	8	9 Moldy Cheese Day	10	11 World Egg Day	12
13	14 Columbus & Indigenous People Day	15	16 Dictionary Day	17	18	19 Evaluate Your Life Day
20	21 Pumpkin Cheesecake Day	22	23	24	25 Howl at the Moon Night	26 National Pumpkin Day
27 Black Cat Day	28	29 National Frankenstein Day	30	31 Halloween		



**Happy Birthday**  
 8 - Lisa T  
 18 - Kendra  
 18 - Venora

**Happy Anniversary**  
 Julie (2)



**OTMDC Finance Committee**  
**October 2024**  
**Summary Report to the Board**

**Recommended Actions:**

None.

**Financial Report:** attached to this report is the ‘condensed’ year to date financial report for the three months ending 9/30/2024.

**Revenue:** Total revenues from operations year to date (YTD) are \$1.723m, 52% of budget and \$278k more than September of 2023. This includes receipt of the \$900k from Williamsburg Health Foundation that was budgeted. Gross patient revenue (before deduction of bad debt expense) is \$248k, 23% of budget. Net patient revenue (after deduction of bad debt expense) the same since there has been no bad debt adjustment recorded yet. For August of 2023 net patient revenue was \$185k, so we are \$63k above the previous YTD. If net patient revenue is annualized, it comes in at 97% of the budgeted amount.

Public support revenue is \$29k, which is 5% of budget, this is \$20k less than September of last year. The public support received to-date is from Individual and Local Organization giving. Fundraising is at 2% of budget. The expected move of \$31k for the golf tournament back to the prior year has been done. Grant income is at 105% of budget, see comment above about full receipt of the budgeted Williamsburg Health Foundation grant.

**Expenses:** With three months or 25% of the year recorded, total expenses are \$818k, 23% of budget. Personnel costs are 23% of budget, with other (non-salary) operating costs are 20% of budget.

Net income/<loss> from operations (revenues less expenses) YTD is \$904k vs. budgeted net loss of <\$296k>. For September 2023 YTD the net income was \$733k. For the fiscal year ending 6/30/2024, the unaudited net income/(loss) was <\$440k> and the audited amount for operations was <\$399>.

The **endowment fund** is at \$6.377m as of September 30, 2024. For the fiscal year ending 6/30/2024 the fund had a market gain of \$499k over the cost of \$5.564m. In September 2024, the fund recognized dividend income of \$33k, increasing the cost basis to \$5.597. Additionally, in the first three months of this fiscal year the was an additional market gain of \$281k.

**Current Assets:** Cash balance is \$951k, an increase of \$121k from September 30, 2023. Receivables (net of allowance for doubtful accounts) are \$192k, an increase of \$6k from the September 2023 balance.

**Other business/activities:**

The next finance committee meeting is scheduled for November 18, 2024, at 3:30 pm.

Respectfully submitted,  
Melissa Tucker, Chair, Finance Committee

**OTMDC -- Summary Financial Results: YTD 9-30-2024**

<b><u>Income-Expense:</u></b>					
	<b><u>Tot. Sept</u></b>	<b><u>Total YTD</u></b>	<b><u>Annual Budget</u></b>	<b><u>Variance</u></b>	<b><u>% of annual</u></b>
<b><u>Revenue:</u></b>					
Local Government	\$ -	\$ 282,306	\$ 626,962	\$ (344,656)	45%
Patient Revenue	\$ 92,191	\$ 248,338	\$ 1,076,500	\$ (828,162)	23%
Less: Bad Debt "Adjustment"	\$ -	\$ -	\$ -	\$ -	0%
Less: Bad Debt Expense	\$ -	\$ -	\$ (36,000)	\$ 36,000	0%
Net Patient Revenue	\$ 92,191	\$ 248,338	\$ 1,040,500	\$ (792,162)	24%
Public Support	\$ 7,575	\$ 19,575	\$ 427,000	\$ (407,425)	5%
Special Events-Fundraising	\$ (29,629)	\$ 1,879	\$ 115,000	\$ (113,121)	2%
Grants	\$ 15,288	\$ 1,170,598	\$ 1,120,000	\$ 50,598	105%
Misc. (inc. cash over/short)	\$ -	\$ -	\$ -	\$ -	0%
<b>Total Revenue</b>	<b>\$ 85,424</b>	<b>\$ 1,722,696</b>	<b>\$ 3,329,462</b>	<b>\$ (1,606,766)</b>	<b>52%</b>
<b><u>Expenses:</u></b>					
<b>Total Personnel</b>	<b>\$ 223,700</b>	<b>\$ 691,001</b>	<b>\$ 2,999,136</b>	<b>\$ (2,308,135)</b>	<b>23%</b>
<b>Total Non-Personnel Exp.</b>	<b>\$ 71,407</b>	<b>\$ 127,028</b>	<b>\$ 621,450</b>	<b>\$ (494,422)</b>	<b>20%</b>
<b>Furn/Equipment (Total)</b>	<b>\$ 422</b>	<b>\$ 422</b>	<b>\$ 5,000</b>	<b>\$ (4,578)</b>	<b>8%</b>
<b>Total Expenses</b>	<b>\$ 295,528</b>	<b>\$ 818,451</b>	<b>\$ 3,625,586</b>	<b>\$ (2,807,135)</b>	<b>23%</b>
<b>Net Income</b>	<b>\$ (210,104)</b>	<b>\$ 904,245</b>	<b>\$ (296,124)</b>	<b>\$ 1,200,369</b>	<b>-305%</b>
Transfer From/(To) Endowment	\$ -	\$ -	\$ 296,124	\$ (296,124)	0%
<b>Net Cash Change After Trfr.</b>	<b>\$ (210,104)</b>	<b>\$ 904,245</b>	<b>\$ -</b>	<b>\$ 904,245</b>	<b>0%</b>
<b><u>Investment Fund Summary:</u></b>					
	<b><u>YTD (12 mos.)</u></b>	<b><u>Curr. Mo.</u></b>			
Beg. Balance, cost	\$ 5,524,722	\$ 5,563,750			
Dividends reinvested 9/30/2024		\$ 33,510			
Cost, 9/30/2024		\$ 5,597,260			
+/-: Gains/Losses, through 6/30/2024	\$ 153,348	\$ 499,071			
Beg. Balance, market		\$ 6,096,331			
+/-: Gains/Losses, fiscal year to date		\$ 280,938			
+/-: Transfer from/(to) Operations		\$ -			
End Balance	\$ 5,678,070	\$ 6,377,269			
<b><u>Current Assets Report</u></b>					
		<b><u>9/30/2024</u></b>	<b><u>YTD</u></b>	<b><u>9/30/2023</u></b>	
			<b><u>Diff.</u></b>		
Cash		\$ 950,626	\$ 121,131	\$ 829,495	
Investments		\$ 6,377,269	\$ 980,988	\$ 5,396,281	
<b>SUBT.</b>		<b>\$ 7,327,896</b>	<b>\$ 1,102,119</b>	<b>\$ 6,225,776</b>	
Total Receivables		\$ 254,349	\$ (43,687)	\$ 298,036	
Less: Allow. For Doubtful Accts.		\$ (62,273)	\$ 49,660	\$ (111,933)	
<b>Net Receivables</b>		<b>\$ 192,077</b>	<b>\$ 5,974</b>	<b>\$ 186,103</b>	
<b>Total Current Assets</b>		<b>\$ 7,519,972</b>	<b>\$ 1,108,093</b>	<b>\$ 6,411,879</b>	