



BATTENKILL
VALLEY
HEALTH CENTER

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Letter From the Chief Executive Officer

Dear Friends,

Thanks to the team efforts of the Board of Directors and Health Center staff, as well as the unwavering support of our community, Battenkill Valley Health Center (BVHC) achieved many milestones since its opening on February 27, 2014.

- We closed our first fiscal year on June 30, 2014 with a strong positive bottom line and a successful independent financial audit.
- Our clinical team, including the Blueprint for Health providers, welcomed 2,241 new patients and managed 12,378 patient visits during our first 15 months of operations.
- Our management team replaced antiquated clinical and office equipment with new technology including networked computers with a dedicated mainframe as well as a state of the art telephone system.
- We underwent an intensive, two-day program audit by a three-member team from Health Resources and Services Administration (HRSA), receiving favorable reviews.
- In partnership with the Town of Arlington and community supporters, we began the quest to create a modern wellness campus to house a new clinical building offering improved access to medical, behavioral health and dental services - the Community Cares Building Project.

Success can be measured in many ways: access to care, quality of care, patient satisfaction, and financial stability to name a few. These and other measures are summarized in this, our first annual report. I encourage you to read the report with the knowledge that the outcomes in the report would not have been possible without your support.

BVHC's Board of Directors, management team and staff remain energized and committed to our mission to ensure Bennington County residents in our service area have access to primary care services. We welcome your continued support and look forward to sharing future successes with you.

With warm regards,



Grace Gilbert-Davis
Chief Executive Officer



Letter from the Chair of the Board of Directors

I salute all of us, from our elected congressional and state representatives, our Arlington town officials, our generous members of the community contributing to our initial fundraiser, our past and present board members, and our clinical and administrative staff. Together we have created the Battenkill Valley Health Center. It “takes a village” along with courage, dedication, and vision to create a full-service health care facility!

Under the energetic and wise direction of our CEO, Grace Gilbert-Davis, we have celebrated our first successful year, and more clinical and administrative staff have come on board to provide services mandated by being a federally qualified health center. We have outgrown our present facility and are embarking on an ambitious campaign to build a new 11,399-square-foot facility just up the street. It will give us the space we need to provide comprehensive dental care along with expanded medical, behavioral, substance abuse and nutritional services.

Please accept my sincere gratitude for the past, present and future support of the BVHC. As a wise member of our community said to me, “A health facility is the heart of a community”.



MaryAnn Carlson

BVHC Board of Directors

Officers

MaryAnn Carlson, Chair
Lee Spivey, Vice Chair
Edward Sargood, Treasurer
Denise Colety, Secretary

Members

Brian Cunningham
George Carpenter
Lynn Williams
Olavi Wirkki
Rich Ogilvie
Scott Seidel
Sue Andrews



A Story of Care: Nancy Tschorn



Residents of Sandgate, West Arlington and surrounding communities have long relied on the old-fashioned conveniences of the Wayside Country Store, offering customers everything from deli sandwiches to camping items.

Proprietors Doug and Nancy Tschorn, who bought the store in May 1984, quickly became fixtures in the community and eventually entrusted their primary care needs to Dr. Michael Welther under the former Arlington Family Practice.

When Doug became ill with cancer, those whom he and Nancy served throughout the years did not hesitate to show their support and reached out in whatever ways they could. This included the providers and staff at Battenkill Valley Health Center.

“My husband passed away in December. The people were just wonderful. They were so caring, so concerned, not only about my husband, but about me and my family. It was huge because nobody can go through that alone and these people, kind of literally and figuratively, held my hand. It was very nice to have that contact and that care,” she said.

Mrs. Tschorn said that she is proud Battenkill Valley Health Center prioritizes the individualized care its patients need.

“We are a rural community, we are beginning to be a bit of an aging community. To have people in town with close access that kind of get what we’re all about...we know them, they know us.”



What Our Patients Have to Say

“Wonderful people who treat their patients with patience. A federal health initiative that actually works the way it is meant to.”

-Bill MacDonald

“Very positive. (Dr. Welther) addressed my symptoms and offered ideas for relief. Just what I wanted. Also, he asked me, ‘Is there anything else?’; I don’t recall ever having a health professional ask that question.”

-Joel Tibbetts



“This is my third time coming here and I feel very welcomed. Great people to come see. Well worth driving 20 minutes for a visit.”

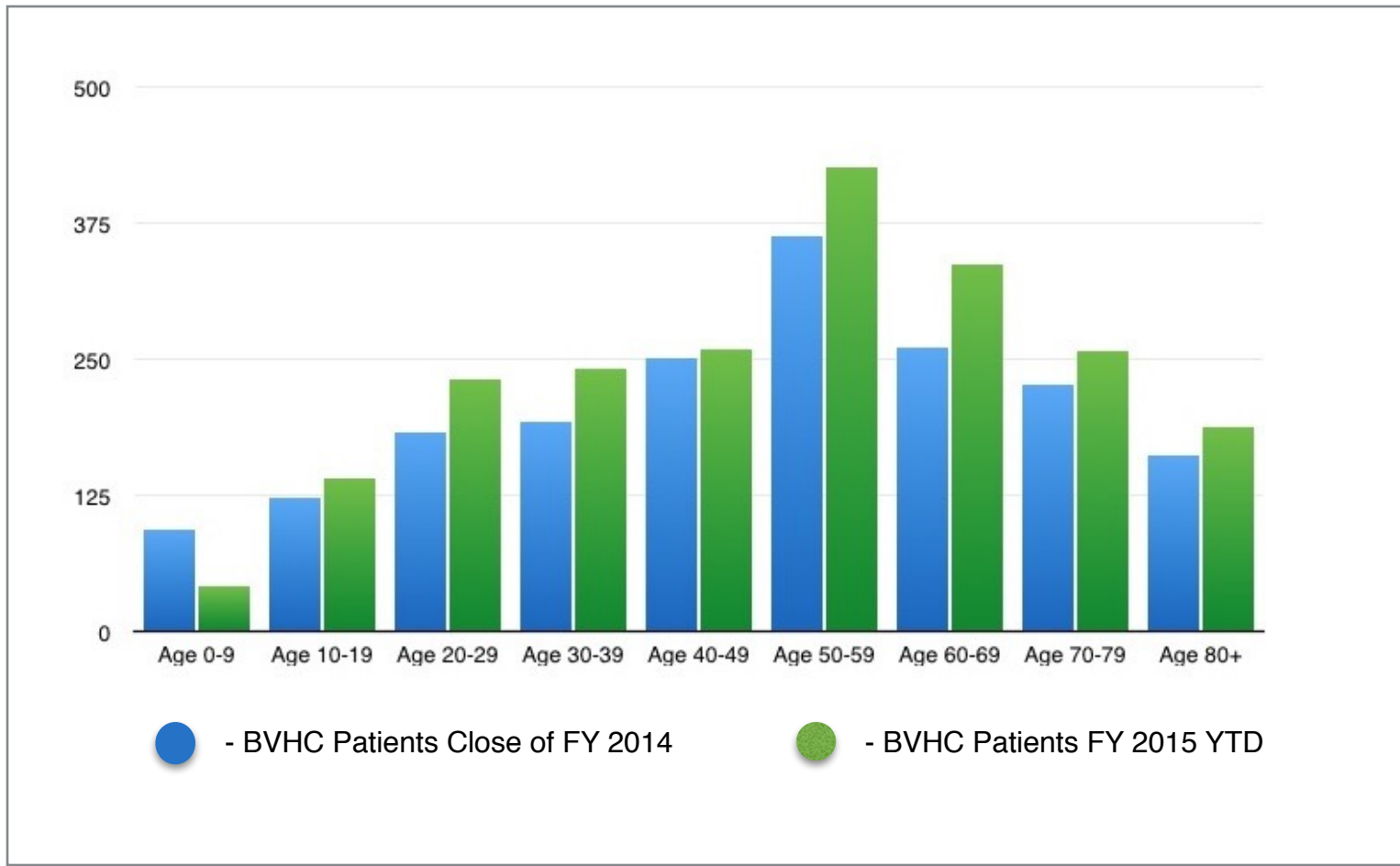
-Rebecca Stone

“I really, really like (Kim Tulloch), she knows her stuff! It’s great to see and be at a practice where they know what they’re talking about and give proper treatment without a hassle. I’m glad I switched my primary doctor to Battenkill Valley Health Center in Arlington, Vermont.”

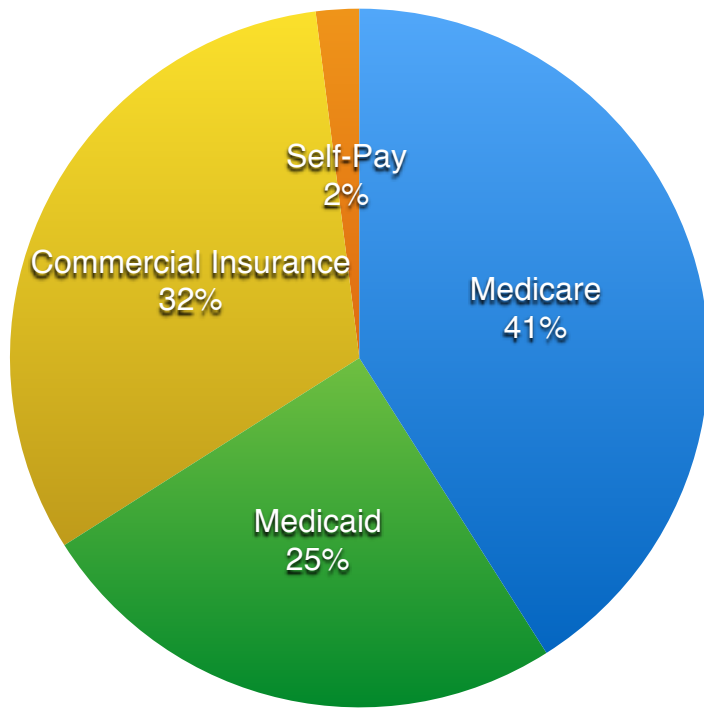
-Deborah Eaton



Who We Serve



Patient Payer Mix



Sliding Fee Program

What is the Sliding Fee Program? The Sliding Fee Program is a federally-funded program that provides a discount to patients who are uninsured or underinsured. This program allows qualifying patients to receive provider office services at Battenkill Valley Health Center (BVHC) at a discounted fee after any insurance, if applicable, has processed the claim. There is a minimum co-payment due at the time of services for all discounted services received.

Who is eligible for the Sliding Fee Program? Uninsured and underinsured patients may qualify for the Sliding Fee Program. Federal guidelines require us to take household size and income into consideration when determining an applicant's eligibility.



Community Cares Building Project

We live in exciting times. It seems that nearly every day we learn of new advancements in health care. Innovative medical, behavioral health and dental treatments, in combination with the tried and true, are helping people live longer and healthier lives. How these treatments are delivered must keep pace in order to ensure rural communities, like Bennington County, have access to the same cutting edge care afforded more populated areas.

The Community Cares Building Project is a partnership between the Town of Arlington and Battenkill Valley Health Center (BVHC). The town is leasing property to BVHC, which in turn is developing a wellness campus to house a 11,399-square-foot clinical building with the infrastructure necessary to offer advanced health care. Services will include medical, behavioral health and a new dental clinic offering a wide array of preventative and restorative oral care as well as cosmetic services. Access to innovative services such as telehealth specialty and subspecialty care and alternative medicine, e.g. therapeutic massage will ensure BVHC patients receive modern day care in the comfort of their own community.

Through a rigorous request for proposal (RFP) process, BVHC selected ReArch Company LLC and Tyler Scott of Scott and Partners Architecture in April of this year to design and oversee the construction of the Community Cares Building. ReArch, which has a client roster that includes Ben & Jerry's, Fletcher Allen Health Care and Community Health Centers of Burlington Inc., will work in tangent with local businesses and trades people to complete the new building by February 2017.

As a federally qualified health center (FQHC), BVHC operates under Health Resources and Services Administration (HRSA); our charge is to care for all people regardless of their ability to pay. FQHCs operate on lean budgets, so funding for initiatives like the Community Cares Building Project rely on grant funding, loans and community benefactors and supporters.

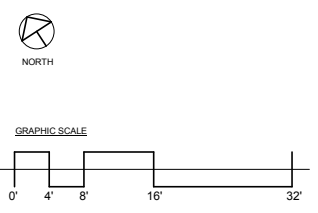
BVHC is poised to launch a Community Cares Building Project capital campaign to help cover the cost of this important initiative. Contributions, big and small, will be vital to our success. For additional information, please contact BVHC Board of Directors Chair, MaryAnn Carlson at (802) 375-8353 or carlson@sover.net.



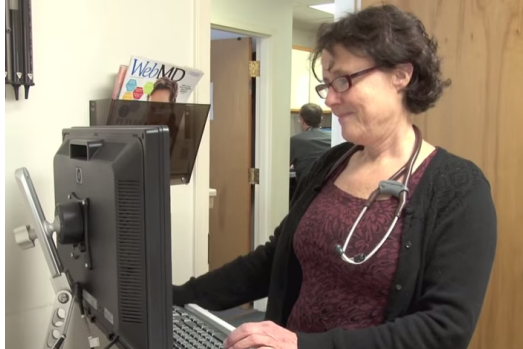
Exciting New Amenities



- 11 Procedural Exam Rooms
- 4+ Dental Operatories
- Telehealth Services
- Future Alternative Medicine Space
- Community Room with Teaching Kitchen
- Pediatric-Friendly Environment
- Calming Garden
- Waiting Pathway



Our Providers



Kim Tulloch, ANP

SPECIALTY: Infectious Disease, Multiple Sclerosis, HIV, Geriatrics

EDUCATION: Slippery Rock University, BA
University of Medicine and Dentistry, MS

BOARD CERTIFICATION: Adult Nurse Practitioner

INTERESTS: Kim calls Arlington home where she enjoys reading, cooking, baking, snowshoeing, hiking, running, riding horses and bike riding. She enjoys spending time with her family which includes seven siblings, one daughter, two sons, four grandchildren and her two dogs.



Alice Pezzulich, FNP

SPECIALTY: Family Practice

EDUCATION: Florida International University, BSN
Barry University, MSN, NP

BOARD CERTIFICATION: Family Nurse Practitioner

INTERESTS: Alice lives in Manchester with her husband, German Shepherd, two Bernese Mountain Dogs and her cat. She has three adult sons, three grandchildren and enjoys traveling, hiking and running.



BVHC is looking forward to welcoming a new medical doctor to the health center in the near future.



VERMONT Blueprint for Health



Jessica Bachiochi, RN, BSN

Jessica Bachiochi, RN, BSN, Nurse Case Manager, oversees transitional care for BVHC patients and those with chronic conditions including diabetes and high blood pressure.

Jessica works with BVHC transitional care patients, primary care providers, their family members and a wide range of non-medical professionals to ensure quality care post-hospitalization. She follows up with high-risk chronic care patients to ensure they are following their care plan and utilizing available Blueprint services, as well as community services, to help them meet their health care goals.

Dean Hammer, PsyD, provides on-site, short-term behavioral health and substance abuse counseling to BVHC patients during stressful times.

Long-term care needs are met through referrals to private practitioners or organizations like United Counseling Services.

The Vermont Blueprint for Health is a state program that provides behavioral health, nurse case management, nutrition and social work services at no out-of-pocket cost to patients.

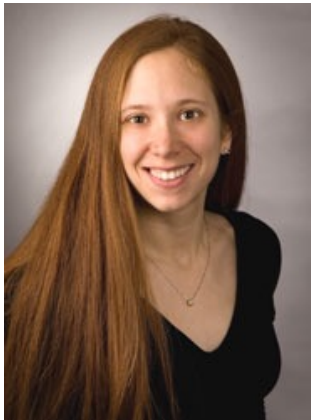


Dean Hammer, PsyD

Rachel Rodney, MS, RD, CDE, provides patients with valuable dietary skills to lead a healthy lifestyle.

As part of a patient visit, Rachel learns about current diet and offers ideas to help patients make healthy food choices.

As part of our Community Cares Building Project, Rachel plans to utilize our community meeting room and teaching kitchen where patients can learn hands-on how to cook delicious, healthy meals for themselves and their families.



Rachel Rodney, MS, RD, CDE



BVHC Audited Financial Statements FY 2014

Battenkill Valley Health Center, Inc. Balance Sheet June 30, 2014

Assets

Current Assets

| | |
|--|------------|
| Cash | \$ 195,624 |
| Patient accounts receivable, net of allowance of \$6,119 | 122,717 |
| Grants and other receivables | 5,593 |
| Contributions receivable - current | 162,800 |
| Estimated amounts due from third-party payers | 43,000 |
| Supplies | 4,365 |
| Prepaid expenses and other | 16,582 |

Total current assets 550,681

Property and Equipment, At Cost

| | |
|-------------------------------|---------------|
| Equipment | 980 |
| Furniture and fixtures | 25,807 |
| Construction in progress | 10,155 |
| | <u>36,942</u> |
| Less accumulated depreciation | 1,480 |

35,462

Other Assets

| | |
|--------------------------|--------|
| Contributions receivable | 10,000 |
| Other | 45,000 |

55,000

Total assets \$ 641,143

Liabilities and Net Assets

Current Liabilities

| | |
|------------------|-----------|
| Accounts payable | \$ 22,467 |
| Accrued expenses | 114,012 |

Total current liabilities 136,479

Net Assets

| | |
|------------------------|---------|
| Unrestricted | 331,964 |
| Temporarily restricted | 172,700 |

Total net assets 504,664

Total liabilities and net assets \$ 641,143

Battenkill Valley Health Center, Inc. Statement of Operations Year Ended June 30, 2014

Unrestricted Revenues, Gains and Other Support

| | |
|---|----------------|
| Patient service revenue (net of contractual discounts and allowances) | \$ 265,359 |
| Provision for uncollectible accounts | (36,119) |
| Net patient service revenue less provision for uncollectible accounts | <u>229,240</u> |
| Grant revenue | 210,000 |
| Contributions | 268,072 |
| Other | 11,293 |

Total unrestricted revenues, gains and other support 718,605

Expenses and Losses

| | |
|--|---------|
| Salaries and wages | 230,287 |
| Employee benefits | 37,008 |
| Purchased services and professional fees | 68,767 |
| Supplies and other | 101,274 |
| Rent | 14,416 |
| Depreciation | 1,480 |

Total expenses and losses 453,232

Excess of Revenues Over Expenses and Increase in Unrestricted Net Assets

\$ 265,373



BVHC Audited Financial Statements FY 2014

Battenkill Valley Health Center, Inc. Statement of Changes in Net Assets Year Ended June 30, 2014

| | |
|---|-------------------|
| Unrestricted Net Assets | |
| Excess of revenues over expenses | \$ 265,373 |
| | <u>265,373</u> |
| Increase in unrestricted net assets | |
| Temporarily Restricted Net Assets | |
| Contributions | 172,700 |
| | <u>172,700</u> |
| Increase in temporarily restricted net assets | |
| Change in Net Assets | 438,073 |
| Net Assets, Beginning of Year | <u>66,591</u> |
| Net Assets, End of Year | <u>\$ 504,664</u> |

Battenkill Valley Health Center, Inc. Statement of Cash Flows Year Ended June 30, 2014

| | |
|--|-------------------|
| Operating Activities | |
| Change in net assets | \$ 438,073 |
| Items not requiring (providing) operating cash flow | |
| Depreciation | 1,480 |
| Changes in | |
| Patient accounts receivable, net | (122,717) |
| Grants receivable | (393) |
| Contributions receivable | (172,700) |
| Estimated amounts due from and to third-party payers | (43,000) |
| Prepaid and other assets | (16,582) |
| Supplies | (4,365) |
| Accounts payable and accrued expenses | <u>83,655</u> |
| Net cash provided by operating activities | <u>163,451</u> |
| Investing Activities | |
| Purchase of property and equipment | <u>(32,118)</u> |
| Net cash used in investing activities | <u>(32,118)</u> |
| Increase in Cash | 131,333 |
| Cash, Beginning of Year | <u>64,291</u> |
| Cash, End of Year | <u>\$ 195,624</u> |
| Supplemental Cash Flows Information | |
| Accounts payable incurred for property and equipment | \$ 4,824 |

“In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Battenkill Valley Health Center, Inc. as of June 30, 2014, and the results of its operations, the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.”

BKD, LLC CPAs
and Advisors
March 23, 2015



Annual Giving Report

(Includes Historical Donors from 2009-June 30, 2014)

Gifts \$10,000-150,000

Arlington Nursing Association
Mack Molding

Gifts \$5,000-10,000

Christopher Kimball
Dorothy M. Ashton
Mr. and Mrs. Charles E. Childs, Jr.
Orland and Hoa Campbell

Gifts \$1,000-5,000

Dr. Elizabeth Wennar Rosenberg
Dr. Robert Pezzulich
Henry L. and Andrea Ross
John B. and Marie H. Davies
Joyce A. Wyman
Kenneth and Jane Moriarty
Marcia Dubreuil
MaryAnn Carlson
M.G. Mueller Revocable Trust
Quadra-Tek
The Irving Family Foundation
The Keelan Family Foundation
Valerie and Martin Oakland

Gifts \$500-1,000

Denise and Marc Colety
Dr. Phil and Anne Ehret
Glenn N. Howatt Foundation, Inc.
The Roberta and Russell Housman
Charitable Foundation, Inc.

Gifts Under \$500

Anthony and June Onorato
Bonnie Franklin
Don and Moira Boucher
George and Patricia Carpenter
Janice A. Plumer
Jean M. Eisenhart
Joel W. and Karen H. Tibbetts
John and Judy Werner
John Whalen
John C. and Patricia A. Williams
Marianne Kennedy
Men's Fellowship of the
Federated Church of East
Arlington
Nancy and Richard Cefalo
Thomas M. and Frances P.
Gaylord
Timothy and Lynn G. Williams

Gifts made in Memory of Roberta Housman:

Alice and Dick Ashley
Ben and Jeanne Brumaghim
Ellen and Gerritt Kouwenhoven
Ernes Carnesecca
Francine Tishman
Gerard Frunzi
Inter-National Assoc. of
Business, Industry and
Rehabilitation
Janet Cain
Jessica and Len Gerschitz
Lana Smart
Lou Carnesecca
Marjorie Maas
Mary Carnesecca
Mary Falk
Susan and John Stuermer
The Keelan Family Foundation
The Switzer Family
Weiland and Betty Ross

Donations Received:

\$397,492.20



The Evolution of Health Care in Our Community



*The Woodard House, 1987 - first home of Arlington Family Practice.
(Pictured: Dr. Michael Welther)*



The Woodman Medical Building, 2014 - second home of Arlington Family Practice and current home of BVHC.



The Community Cares Building Project, 2015 - future home of BVHC.





Find us on
Facebook

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www.battenkillvalleyhealthcenter.org

