

Regional Funding

Fiscal Year 2020 - Partner Funding Application

Lloyd F. Moss Free Clinic

Agency Information

General Information

| | |
|-----------------------------|--|
| Agency Name | Lloyd F. Moss Free Clinic |
| Physical Address | 1301 Sam Perry Boulevard, Suite 100, Fredericksburg, VA, 22401, U.S.A. |
| Mailing Address | 1301 Sam Perry Boulevard, Suite 100, Fredericksburg, VA 22401 |
| Agency Phone Number | (540) 741-1065 |
| Federal Tax ID # | 541677934 |
| Web Address | www.mossfreeclinic.org |
| Agency Email Address | karen@mossfreeclinic.org |

Agency Mission Statement

Our mission is to improve the health and wellness of low-income, underserved people through quality healthcare delivered in an atmosphere of dignity and respect.

For 25 years, the volunteer-driven Lloyd F. Moss Free Clinic has directly improved the health of our community by providing access to acute and chronic health care to the low-income, uninsured residents of the Fredericksburg region. The Clinic is a non-profit, non-government healthcare facility that depends on support from volunteers, donors and community partners to provide essential comprehensive care. These services include: office visits, medications, lab work, x-rays, mental health visits, specialty referrals and hospital-based procedures.

| | |
|-------------------------------------|----|
| Number of Years in Operation | 25 |
|-------------------------------------|----|

Main Contact

| | |
|---------------------|---|
| Main Contact | Karen Dulaney, phone: (540) 741-1065, email: karen@mossfreeclinic.org |
| Job Title | Executive Director |

Localities Served

Please select any/all localities your agency serves.

| | |
|-----------------------|-------------------------------------|
| Caroline | <input checked="" type="checkbox"/> |
| Fredericksburg | <input checked="" type="checkbox"/> |

- King George
- Spotsylvania
- Stafford

Collaborative Impact

Describe in detail how the community would be impacted if your agency were dissolved or merged with another partner agency.

Imagine living every day with the fear of getting sick – of no longer being able to work to support yourself or your family. For many of our low-income, uninsured neighbors here in the Fredericksburg area, this is reality.

At the Moss Free Clinic we care for the whole person. Volunteer and staff providers treat patients for every condition from chronic diabetes to cancer, while mental health counselors help them cope with the stresses of serious illness and poverty. Wellness programs and our focus on preventive care help our patients live healthier lives. And, visits to the dentist allow our patients to go out into the world with a confident smile.

The Clinic's ability to provide high-quality medical, dental and pharmacy care to low-income, uninsured and underinsured adults is dependent on the generosity of donors and volunteers.

Since 1993, the Free Clinic has been committed to providing exemplary health care for local residents in need, serving about 2,000 patients each year. Access to health care makes such a critical difference in the lives of individuals and families — giving them peace of mind and economic security — and we continue to work every day toward a healthier Fredericksburg region.

Without the Lloyd F. Moss Free Clinic, many in our community would not receive timely care for illness and disease, or preventive health services. Patients who do not need the intensive services of an Emergency Room would be forced to use these expensive facilities, creating delays for those who truly need them, and higher costs for all.

Community Impact

Please provide at least 2 examples of how your services have impacted members of our community.

Example 1

Like Beverly*, every Moss Free Clinic patient has a deeply personal story, a health challenge to overcome or manage and a goal to achieve. Beverly came to the Clinic suffering from excruciating elbow, arm, and carpal tunnel pain. As a middle-aged woman working countless hours at a local daycare, her pain was beginning to become so unbearable that she was unable to manage the needs of the children under her care. When arriving at the clinic, we learned that she had a history of diabetes, hyperlipidemia and panic attacks. Our team of providers worked to put an individualized plan together to help Beverly take back control of her health. She received physical therapy, diabetes education, and counseling. She also saw a vascular specialist and an endocrinologist. She is now not only back to work, but feels healed, supported and educated!

Example 2

Suffering from diabetes for more than 10 years, "Angela" nearly lost her job because she was always calling in sick. Now she is healthier; her diabetes is under control and she is able to work more hours to provide for her family.

Example 3 (Optional)

Lloyd F. Moss Free Clinic

Agency Budget Narrative

Administrative Expenses

Provide an overview of the administrative costs for your agency.

Administrative costs include salaries and benefits of the Executive Director, Volunteer & Resource Development Manager, Special Events Coordinator and Office Manager; personal property taxes to the City of Fredericksburg; occupancy-related insurance and utilities; audit; and fundraising expenses.

If your agency is requesting an increase or decrease in administrative funding, please describe in detail the reasons for these changes.

Locality funding is not used to offset agency administrative expenses.

Please provide justification for and specific amounts of administrative costs that are defrayed by locality funds.

N/A

Capital Expenses

Please provide an overview of the capital costs for your agency.

No capital outlay expenses.

Please provide justification for and specific amounts of capital costs that are defrayed by locality funds.

N/A

Salary & Benefit Expenses

Please provide an overview of any increases or decreases in general personnel expenses for your agency.

Personnel expenses include planned salary increases of 1%. The Clinic currently employs a total of 31 people (20 full-time and 11 part-time), including several medical professionals (3 nurse practitioners, 2 pharmacists, and 1 registered nurse).

Please provide a description of any changes to agency benefits structure or cost.

No significant changes are anticipated in agency benefits structure or costs.

Budget Issues

Provide any legislative initiatives or issues that may impact the agency for the upcoming year.

In May 2018, the Virginia General Assembly voted to approve Medicaid expansion, providing Medicaid coverage to up to 400,000 adults with income below 138% of the Federal Poverty Level. Medicaid expansion will go into effect on January 1, 2019. The Lloyd F. Moss Free Clinic will continue to serve the

uninsured, and beginning early- to mid-2019, we will also serve patients enrolled in Medicaid.

This past year, the Clinic served 1,826 uninsured patients. We estimate that 75% of our current patients will be eligible for Medicaid. The Lloyd F. Moss Free Clinic has elected to participate in Medicaid because we believe that our patients should have the option to continue receiving compassionate and comprehensive care from a medical home that they know and trust. The decision to serve patients with Medicaid stems from our mission to provide high quality healthcare to people in need and our belief that the newly Medicaid eligible will have difficulty finding a new medical home.

If you are aware of “outside” funding sources that will expire or be reduced on a set cycle or date, please note those below and how you are planning for them.

None known.

Please detail any identified agency needs or areas of concern that are currently not being addressed in your funding request.

The Lloyd F. Moss Free Clinic’s decision to participate in Medicaid will not affect our current and ongoing need for volunteers and the financial support of our donors. Medicaid will only account for 5% of the Lloyd F. Moss Free Clinic’s 2019 revenue. This will not cover the cost of providing care to Medicaid patients. We will need the continued financial support of our donors.

Medicaid expansion has provided us with an opportunity to expand our outreach to Medicaid patients, while continuing to serve the uninsured. We want to thank our volunteers, donors, and stakeholders for expanding their hearts with us, as we expand our outreach to those in need in our local community.

Lloyd F. Moss Free Clinic

Agency Total Budget

In the boxes below provide an overview of the administrative costs associated with your total agency budget.

Expenses

| | FY 2017 Actual | FY 2018 Budgeted | FY 2018 Actual | FY 2019 Budgeted | FY 2020 |
|--------------------|---------------------------|-----------------------------|---------------------------|-----------------------------|----------------|
| Salary | 146,037.00 | 156,530.00 | 158,709.00 | 160,000.00 | 162,350.00 |
| Benefits | 51,298.00 | 41,000.00 | 39,677.00 | 52,000.00 | 53,250.00 |
| Operating Expenses | 376,728.00 | 315,050.00 | 343,746.00 | 345,000.00 | 350,000.00 |
| Capital Expenses | | | | | |
| Other Expenses | 37,842.00 | 48,973.00 | 48,354.00 | 48,000.00 | 49,000.00 |
| Total | 611,905.00 | 561,553.00 | 590,486.00 | 605,000.00 | 614,600.00 |

Revenues

Please include revenue associated with your entire organization. This section represents the TOTAL revenue your organization is receiving. The revenue associated with specific programs will be listed within your program budgets; this section represents total revenues. (For example if your organization requests funding for multiple programs the total amount requested from each locality or other entities goes within this section)

| | FY 2017 Actual | FY 2018 Budgeted | FY 2018 Actual | FY 2019 Budgeted | FY 2020 |
|--------------------------|---------------------------|-----------------------------|---------------------------|-----------------------------|----------------|
| Caroline | | | 4,816.00 | 4,816.00 | 4,816.00 |
| Fredericksburg | | | 12,000.00 | 15,130.00 | 15,130.00 |
| King George | | | 0.00 | 4,816.00 | 4,816.00 |
| Spotsylvania | | | 25,460.00 | 25,456.00 | 25,456.00 |
| Stafford | | | 17,647.00 | 18,580.00 | 18,580.00 |
| United Way | | | | | |
| Grants | 575,000.00 | 525,350.00 | 528,868.00 | 530,000.00 | 535,000.00 |
| Client Fees | | | | | |
| Fundraising | 20,000.00 | 21,000.00 | 21,428.00 | 25,000.00 | 25,000.00 |
| Other (Click to itemize) | 12,000.00 | 12,000.00 | 12,000.00 | 12,000.00 | 0.00 |
| Total | 607,000.00 | 558,350.00 | 622,219.00 | 635,798.00 | 628,798.00 |

Surplus / Deficit

| | FY 2017 Actual | FY 2018 Budgeted | FY 2018 Actual | FY 2019 Budgeted | FY 2020 |
|--------------------|---------------------------|-----------------------------|---------------------------|-----------------------------|----------------|
| Surplus or Deficit | -4,905.00 | -3,203.00 | 31,733.00 | 30,798.00 | 14,198.00 |

Lloyd F. Moss Free Clinic

Locality Information

Locality Notes

Please use the spaces below to provide any locality specific notes or statements that may be relevant to your application.

Caroline County

In the past year 128 (7%) of the patients served at the Lloyd F. Moss Free Clinic were Caroline County residents.

The FY 2020 request for combined locality funding represents 3% of the Clinic's overall budget. Our request for \$4,816 from Caroline County is the County's proportionate share of that amount, based on the percentage of patients from Caroline. By supporting the Lloyd F. Moss Free Clinic, Caroline County's contribution can provide a full year of comprehensive health care for their citizens at a cost of less than \$40 per patient!

City of Fredericksburg

In the past year 401 (22%) of the patients served at the Lloyd F. Moss Free Clinic were Fredericksburg City residents.

The FY 2020 request for combined locality funding represents 3% of the Clinic's overall budget. Our request for \$15,130 from the City of Fredericksburg is the City's proportionate share of that amount, based on the percentage of patients from Fredericksburg. By supporting the Lloyd F. Moss Free Clinic, the City of Fredericksburg's contribution can provide a full year of comprehensive health care for their citizens at a cost less than \$40 per patient!

King George County

In the past year 130 (7%) of the patients served at the Lloyd F. Moss Free Clinic were King George County residents.

We remain disappointed that after many years of support from King George County, funding in FY 2017, FY 2018, and FY 2019 was denied to support the health care of County residents.

The FY 2020 request for combined locality funding represents 3% of the Clinic's overall budget. Our request for \$4,815 from King George County is the County's proportionate share of that amount, based on the percentage of patients from King George. By supporting the Lloyd F. Moss Free Clinic, King George County's contribution can provide a full year of comprehensive health care for their citizens at a cost of less than \$40 per patient!

Spotsylvania County

In the past year 708 (38%) of the patients served at the Lloyd F. Moss Free Clinic were Spotsylvania County residents.

Since our inception in 1993, Spotsylvania County residents have consistently been the largest users of our health care services year after year.

The FY 2020 request for combined locality funding represents 3% of the Clinic's overall budget. Our

request for \$25,460 from Spotsylvania County is the County's proportionate share of that amount, based on the percentage of patients from Spotsylvania. By supporting the Lloyd F. Moss Free Clinic, Spotsylvania County's contribution can provide a full year of comprehensive health care for their citizens at a cost of less than \$40 per patient!

Stafford County

In the past year 459 (26%) of the patients served at the Lloyd F. Moss Free Clinic were Stafford County residents.

The FY 2020 request for combined locality funding represents 3% of the Clinic's overall budget. Our request for \$18,580 from Stafford County is the County's proportionate share of that amount, based on the percentage of patients from Stafford. By supporting the Lloyd F. Moss Free Clinic, Stafford County's contribution can provide a full year of comprehensive health care for their citizens at a cost of less than \$40 per patient!

Lloyd F. Moss Free Clinic - Health Care Services

Program Overview

You may save your work at any time by clicking on the "Save My Work" link/icon at the bottom or top of the page.

When you have completed all questions on the form, select the "Save My Work and Mark as Completed" link/icon at the bottom or top of this page.

You may also SWITCH between forms in this application by using the SWITCH FORMS feature in the upper right corner. When switching forms, any updates to the existing form will automatically be saved.

General Information

Program Name Health Care Services

Is this a new program? No

Program Contact

Name Karen Dulaney

Title Executive Director

Email karen@mossfreeclinic.org

Phone (540) 741-1065

Program Purpose / Description

Provide an overview of this program

The Lloyd F. Moss Free Clinic provides compassionate primary medical and dental care, pharmacy services, behavioral health and health education to uninsured and underinsured, low-income adults living in the Fredericksburg region. Our clinic is a patient-centered home for thousands of individuals who benefit from a team-based delivery model designed to provide comprehensive and continuous medical and dental care to patients with the goal of obtaining maximized health outcomes. Care is provided five days and two evenings a week by over 500 volunteer licensed and support volunteers coordinated by a core staff. Our services include primary medical care, specialty care, mental health services, and preventive and restorative dental care. Our services are enhanced by our onsite licensed pharmacy that ensures our patients leave with the medications necessary for them to regain or maintain their health. Our multi-disciplinary team of health care professionals focus on disease management and patient education as a large percentage of the clinic's patients suffer from chronic disease such as diabetes, oral disease, and hypertension.

Client Fees

Please describe the fees clients must pay for the services by this program.

\$3 for each 30-day prescription.

Justification of Need

Please state clearly why this service should be provided to the citizens of the region and why the localities should consider this funding request.

A diagnosis of chronic disease such as heart disease, hypertension, or diabetes is difficult to accept under the best of circumstances. Compounded with a lack of health insurance, limited funds, and tenuous employment, such a diagnosis can be incredibly problematic. Many people delay treatment until the condition becomes so acute that they wind up in the Emergency Room, which is the most expensive way to receive care. When the immediate symptoms are under control, the patient is released and the clock begins to tick toward the next crisis. The link between health and wealth is obvious. Healthier people are more productive at work, earn more, and spend more time in the labor force. Access to quality healthcare is important to the wellbeing of our entire community. Given the large percentage of our population that does not have health insurance, the role of the Lloyd F. Moss Free Clinic is critical.

If this is a new program, be sure to include the benefits to the region for funding a new request.

N/A

Target Audience and Service Delivery

Describe the program's intended audience or client base and how those clients are served.

The Lloyd F. Moss Free Clinic serves the healthcare needs (medical, dental, and behavioral) of uninsured and under-insured, low-income adults living in Planning District 16.

If your program has specific entry or application criteria, please describe it here.

The Lloyd F. Moss Free Clinic provides healthcare to low-income persons who struggle with access to basic health care services. All Moss Free Clinic patients are screened for eligibility annually and must meet these guidelines:

- uninsured or underinsured
- household income less than 200% of federal poverty guidelines
- resident of Planning District 16

Patients must provide proof of household income, which may include: pay stubs, income tax return & w-2 forms, social security statements, food stamp notice, and/or letters of support.

Lloyd F. Moss Free Clinic - Health Care Services

Program Budget Narrative

Please indicate in detail reasons for increases or decreases in the amounts you are requesting.

The total funding request for FY 2020 is the same as it was for FY 2019.

If an increase is being requested, please describe the impact not receiving an increase would have on the program.

N/A

In particular, please describe in detail if any increase is sought for new positions or personnel.

N/A

Lloyd F. Moss Free Clinic - Health Care Services

Program Specific Budget

Please provide your program specific budget below.

Expenses

| | FY 2017 Actual | FY 2018 Budgeted | FY 2018 Actual | FY 2019 Budgeted | FY 2020 |
|--------------------|---------------------------|-----------------------------|---------------------------|-----------------------------|----------------|
| Personnel | | | 30,827.00 | 31,135.00 | 31,450.00 |
| Benefits | | | 7,637.00 | 7,750.00 | 7,800.00 |
| Operating Expenses | | | 36,205.00 | 36,000.00 | 36,500.00 |
| Capital Expenses | | | | | |
| Total | 0.00 | 0.00 | 74,669.00 | 74,885.00 | 75,750.00 |

Revenues

This section represents revenue specifically associated with your program. Revenue that supports the implementation of your program and the services provided to the community.

| | FY 2017 Actual | FY 2018 Budgeted | FY 2018 Actual | FY 2019 Budgeted | FY 2020 |
|--------------------------|---------------------------|-----------------------------|---------------------------|-----------------------------|----------------|
| Caroline | | | 4,816.00 | 4,816.00 | 4,816.00 |
| Fredericksburg | | | 12,000.00 | 15,130.00 | 15,130.00 |
| King George | | | 0.00 | 4,815.00 | 4,815.00 |
| Spotsylvania | | | 25,460.00 | 25,460.00 | 25,460.00 |
| Stafford | | | 17,651.00 | 18,580.00 | 18,580.00 |
| United Way | | | | | |
| Grants | | | 5,650.00 | 5,700.00 | 5,800.00 |
| Client Fees | | | 2,628.00 | 2,700.00 | 2,400.00 |
| Fundraising | | | 1,943.00 | | |
| Other (Click to itemize) | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 0.00 | 0.00 | 70,148.00 | 77,201.00 | 77,001.00 |

Surplus / Deficit

| | FY 2017 Actual | FY 2018 Budgeted | FY 2018 Actual | FY 2019 Budgeted | FY 2020 |
|--------------------|---------------------------|-----------------------------|---------------------------|-----------------------------|----------------|
| Surplus or Deficit | 0.00 | 0.00 | -4,521.00 | 2,316.00 | 1,251.00 |

Lloyd F. Moss Free Clinic - Health Care Services

[View Diagram](#) Goals and Objectives

Goals

Goal:

By July 1, 2019 the Lloyd F. Moss Free Clinic will transition to a “hybrid” model of care, serving both uninsured and underinsured, low-income residents of Planning District 16.

Objectives

| | | 2017 Baseline | 2017 Year End | 2018 Baseline | 2019 Baseline |
|--|-------------------------------------|------------------|---------------------|------------------|------------------|
| Sufficient funding for Medicaid Expansion Readiness Project is received | Total # Clients Served | | 0 | | 100 |
| | Total # Clients Achieved/Successful | | 0 | | 100 |
| | % Achieved / Successful | 0 | 0 | 0 | 100 |
| Medicaid enrollment process is complete for all Clinic departments | Total # Clients Served | | 0 | | 3 |
| | Total # Clients Achieved/Successful | | 0 | | 0 |
| | % Achieved / Successful | 0 | 0 | 0 | 0 |
| Staff providers are credentialed | Total # Clients Served | | 0 | | 3 |
| | Total # Clients Achieved/Successful | | 0 | | 0 |
| | % Achieved / Successful | 0 | 0 | 0 | 0 |

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

This is a new goal to address Virginia's Medicaid expansion.

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

The Lloyd F. Moss Free Clinic will improve its internal operations to ensure that the organization is prepared to develop opportunities for growth and to address the changes of the future.

If you are restating the goals or objectives for the prior calendar year, please include those here

Goal:

By March 1, 2019 formalize partnerships and expand staff capacity to facilitate expanded patient education offerings.

Objectives

| Objectives | | 2017 Baseline | 2017 Year End | 2018 Baseline | 2019 Baseline |
|---|-------------------------------------|------------------|---------------------|------------------|------------------|
| Identify educational programming and potential partnerships to improve clinical outcomes in top five chronic health conditions | Total # Clients Served | | 0 | | 3 |
| | Total # Clients Achieved/Successful | | 0 | | 0 |
| | % Achieved / Successful | 0 | 0 | 0 | 0 |
| At least three staff members are trained as “health coaches” or chronic illness educators | Total # Clients Served | | 1 | | 3 |
| | Total # Clients Achieved/Successful | | 1 | | 1 |
| | % Achieved / Successful | 0 | 100 | 0 | 33.33 |
| At least 20 patients will have participated in chronic health self-management education | Total # Clients Served | | 0 | | 20 |
| | Total # Clients Achieved/Successful | | 0 | | 0 |
| | % Achieved / Successful | 0 | 0 | 0 | 0 |

Explanation & Overview

If your outcomes are significantly less than your stated objectives, please note any reasons why this might be the case

New goal based on patient education needs of patients.

Updates for FY2018

Please note any changes you plan to make to the program, or the stated goals and objectives, given the data you have reported

New goal to address the provision of patient education for the top five chronic health conditions, with emphasis on chronic health self-management

If you are restating the goals or objectives for the prior calendar year, please include those here

Lloyd F. Moss Free Clinic - Health Care Services

Number of Individuals Served

Localities

Please provide the actual numbers of individuals served in this program during FY2017 and FY2018, the estimated numbers of individuals served in FY2019 and the projected numbers of individuals served in FY2020.

| Locality | FY2017 (Actual) | FY2018 (Actual) | FY 2019 Estimate | FY 2020 Projected |
|---------------------|----------------------------|----------------------------|-----------------------------|------------------------------|
| Fredericksburg City | 423 | 401 | 420 | 425 |
| Caroline County | 135 | 128 | 130 | 135 |
| King George County | 134 | 130 | 130 | 135 |
| Spotsylvania County | 711 | 708 | 715 | 720 |
| Stafford County | 519 | 459 | 500 | 500 |
| Other Localities | 0 | 0 | 0 | 0 |
| Total | 1,922 | 1,826 | 1,895 | 1,915 |

Lloyd F. Moss Free Clinic - Health Care Services

Collaborative Impact

Efforts and Partnerships

Describe in detail examples of collaborative efforts and key partnerships between your program and the other programs or agencies in the area.

We are immensely proud of, and grateful for, the support we receive from our local community in delivering patient care. We currently have 175 volunteer medical providers who deliver patient care in the fields of Primary Care, Chiropractic, Dermatology, Gynecology, Mental Health, Neurology, Orthopedics, Physical Therapy and others. The Clinic also receives invaluable in-kind donations from partners including Mary Washington Healthcare, Spotsylvania Regional Medical Center, Direct Relief, Rx Partnership, Radiology Associates of Fredericksburg and Pathology Associates. This support dramatically expands the services we are able to provide. In addition, we partner in the care of patients from Micah Ecumenical Ministries, Brisben Center, and Rappahannock Area Community Services Board. Dental hygiene care is provided by students from Germanna Community College's dental hygiene program and we partner with GCC's dental assisting program by providing use of our facility for their instruction.

Collaborative Impact

Describe in detail how the community would be impacted if your program were dissolved or merged with another partner agency.

Without the Clinic, many in our community would not receive timely care for illness and disease, or preventive health services. Patients who do not need the intensive services of an Emergency Room would be forced to use these expensive facilities, creating delays for those who truly need them, and higher costs for all. Patients would lack access to primary health care, resulting in sicker patients and an increased burden on our existing healthcare system. These scenarios pose serious risks to our community's health and well-being. Without the help of the Clinic in monitoring a chronic illness like diabetes, many patients will put off treatment until they start feeling sick. By that time, the condition may have worsened, resulting in serious, life-threatening complications such as kidney damage, heart problems and the risk of amputation or blindness.