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Annual Report **Sharing the Good News**

Serving the Need While Staying Solvent

by Richard Bennett, DMD

President, Good News Clinics Board of Directors

As we reflect on the past year, the staff and volunteers of Good News Clinics would like to express our deepest gratitude for the unwavering support of the local community. This support has enabled our clinics to continue to serve the growing number of uninsured in our area including 150 new patients each month in the past year.

Within this newsletter are the figures for our annual report which show GNC's expenses to provide medical and dental care for our patients. The GNC board of directors carefully analyzes expenses and income each month, cutting expenses when possible to ensure that both the delivery and quality of our services are not affected and the clinics can continue to meet the need for health care services in our community.

October 2010 through September 2011 has been a year of exciting opportunities for Good News Clinics. Medical students from the Philadelphia College of Osteopathic Medicine worked with GNC's Sam Poole Medical Clinic volunteer physicians as part of their training rotation. The College of Dental Medicine, Georgia Health Sciences University continues to send dental students to work in the Green Warren Dental Clinic as part of their community health training. Brenau University, Lanier Technical School and Gainesville State College students in counseling, nursing and dental hygiene programs work in the medical and dental clinics as part of their training. Physical therapists joined our volunteers this spring, working with medical patients at GNC, providing a much needed resource that is greatly appreciated by patients and physicians.

GNC fundraisers included a children's book written by Laura Rauch Sumner and illustrated by her father, Dr. Sam Rauch, a long time Sam Poole Medical Clinic volunteer physician. The book,

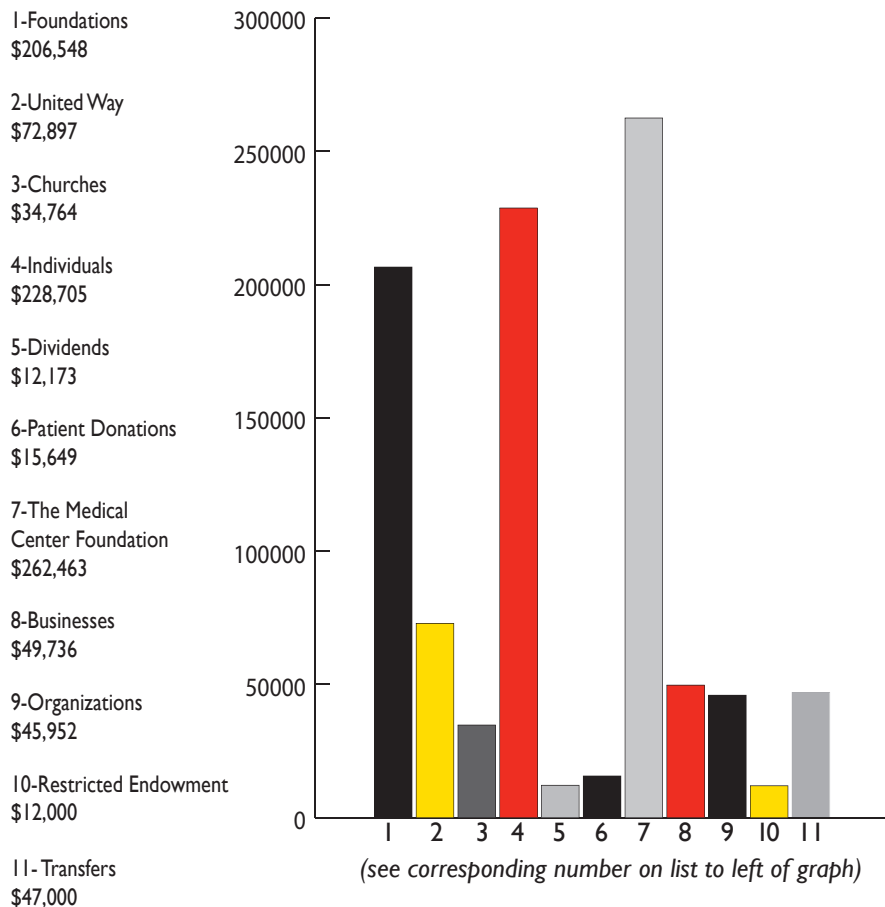


which is a history of Gainesville written for children, has been very successful with all proceeds benefitting GNC. The Kinchafoonee Cowboys 2011 event was the most successful concert to date. The 2011 fall fundraiser also was a big hit with area physicians providing entertainment and net proceeds exceeding the previous year. Dr. Tom Field once again coordinated the Brighter Smiles fundraiser with 36 dentists participating this year raising more than \$28,000 for the Green Warren Dental Clinic.

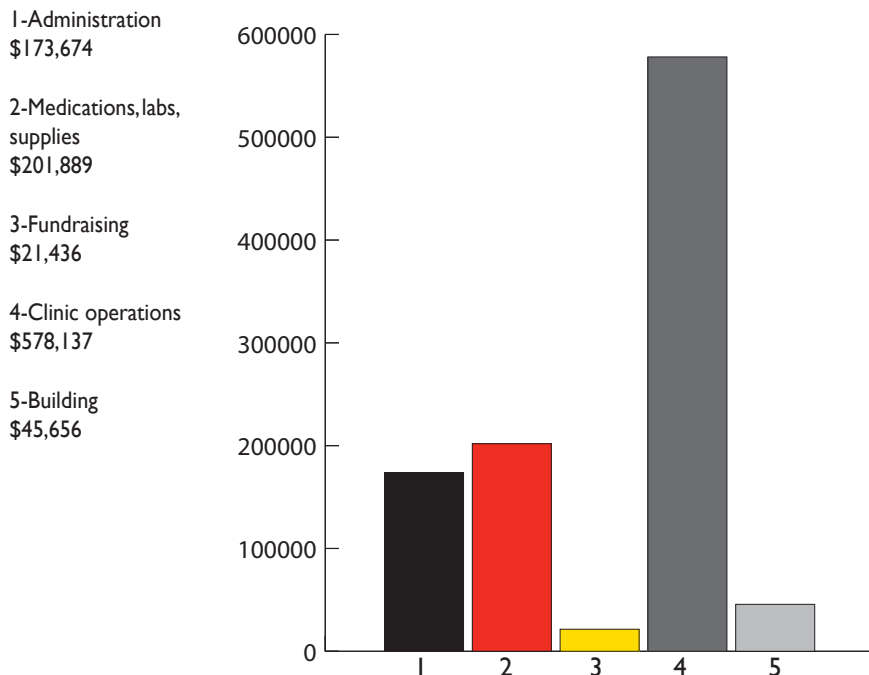
As we plan for the coming year, Health Access Initiative (HAI) and Good News Clinics are pleased to announce that we are merging the HAI specialty network of physicians into the corporate governance of GNC. As such, specialty referral will be a fourth distinct service which will complement the other three services for the uninsured at Good News Clinics: Medical clinic, dispensary and dental clinic. This merger is an exciting opportunity that could lead to the next level of development for care for the uninsured in our community, and we look forward to sharing with you the progress made as we help those most in need in our community access primary and specialty care.

Good News Clinics 2011 Financial Report

Income: \$987,887



Expenses: \$1,020,802



**Calculated Value of Services:
Fiscal Year 10/1/10 – 9/30/11**

MEDICAL SERVICES: Performed by volunteer providers supported by volunteer staff and GNC paid staff. Calculated by total volunteer hours for physicians, nurse practitioners, and physician assistants plus hours for GNC staff nurse practitioners. The total of 5,569 hours is then multiplied by a revenue rate per hour (based on fully staffed and equipped clinic revenue factor) of \$341.

Value of Services = \$1,899,029

DENTAL SERVICES: Performed by volunteer dentists and hygienists, supported by GNC paid staff and overhead. Total dentist volunteer hours of 1,905. Value of services has been priced by our dentists based on charges for each procedure in an office setting.

Value of Services = \$1,250,173

PRESCRIPTION DRUGS: Includes medicines supplied by pharmaceutical companies and samples.

Value of Medications = \$5,457,345

EXTERNAL MEDICAL SERVICES: Includes procedures performed by physician specialists in their offices, eyeglasses provided to patients, and donated physician pathology services.

Value of Services = \$53,800

Health Access Initiative (HAI): HAI value includes the services provided through physicians and services provided by Northeast Georgia Medical Center.

Value of Services = \$5,900,000

**Total Value of All Services:
\$14,560,347**

STATISTICS

October 2010 – September 2011

**Dental Patient
Visits:
6,701**

**Medical Patient
Visits:
10,061**

**New Dental
Patients:
1,310**

**New Medical
Patients:
664**

**Dentist Volunteer
Hours:
1,905**

**Physician Volunteer
Hours:
1,652**

**NP & PA Volunteer
Hours:
486**

**Prescriptions
Filled:
57,636**

**Prescriptions Filled (Value):
\$5,457,345**