

We believe that *EVERYONE* deserves health and dental care.



2017 Annual Report

GOOD NEWS CLINICS GETS EVEN BETTER

Good News Clinics has begun providing several new programs and treatments for our patients this year. It is a privilege, for which we owe this community much gratitude, to present in this report the many ways low-income Hall County residents are receiving optimal care through innovative and exciting new programs.

We hope you'll celebrate the successful impact of 2017 with us as you read the annual report outlining snapshots of this past year.

THE GIFT OF HEALING

"Shirley" has been a patient for four years. In 2013 she went to the E.R. concerned that she had a virus. Immediately she was diagnosed with diabetes and needed gallbladder surgery. Shirley has worked for 22 years with a small packaging company that cannot provide insurance. She makes between \$200-\$300/week. The cost of private insurance is impossible. GNC has become her primary care provider and was able to address her needs. Shirley loves the volunteer physicians who have helped her manage this life-altering disease.

"Antonio" immigrated here from Spain two years ago after struggling to maintain employment in the economically strained city of Madrid. Debt and unemployment had hit an all time high and he immigrated seeking new opportunities in Gainesville. His income as a day laborer is about \$200-\$250/week. He and his wife are able to receive much needed dental and medical at GNC. Once housing, utilities, and transportation are paid for, there isn't money left for high-priced insurance premiums.

Over 21% of the nearly 197,000 Hall County residents do not have health insurance. In the hierarchy of needs, housing, food, clothing, and transportation come first. Many go without health and dental care because they cannot afford it. GNC is able to stand in the gap because our community sees to it that *EVERYONE*, not just those with high-paying job opportunities, has medical and dental care options. Medical and dental healthcare providers volunteer time to see patients without other options. Sponsors and donors, NGHS and other agencies help fund the work of the clinics. The Shirleys and Antonios of Hall County make our community better and they couldn't do it without your commitment to their health. Thank you for supporting GNC.



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WHAT'S NEW @ GOOD NEWS

- 48 patients enrolled in new HepC program
- Brenau University partners with GNC to form P.T. Clinic
- Over 500 patient lbs shed under new Dietitian's care at GNC

NEW SERVICES YIELD SUCCESS

Bilingual Counseling

Every patient that comes to GNC is screened for depression and anxiety. Many are diagnosed with depression which complicates their medical treatment plan.

Maria Perdomo, GNC Counselor, joined our team as an intern from Brenau University's Clinical Counseling program in 2016. Over the last year, *she has provided and supervised over 958 counseling appointments.*

"I started developing fears and worry about everything. I could not sleep or eat," says one patient. "Counseling has helped me cope with my fear and my life has changed tremendously."

Dietitian Provides Nutrition Counseling

Since GNC hired Karen Hunter, RD, in November 2016, patients have collectively lost over 500lbs! Karen provides nutrition counseling and disease management skills to patients with chronic issues that require special dietary concerns. Diabetics and those suffering from heart failure who may be food insecure can receive prescriptive food boxes from the Georgia Mountains Food Bank. Jubilee Gardens has joined our efforts and provides free produce to our patients. Special low-sodium and diabetic recipes are made available in nutrition classes. By managing weight and dietary needs under our dietitian's care, patients are empowered and experiencing better medical outcomes.

"Dr. Flickinger at Good News Clinics saved my life. I was in serious condition before coming to the clinics. Now I feel perfect."

PCOM STUDENTS & GNC'S HEP C CLINIC

Philadelphia College of Osteopathic Medicine's Suwanne campus Doctor of Pharmacy students manage our HepC clinic. Here's a snapshot of the success of this important program:

- **51** patients identified with chronic HepC
- **48** patients have enrolled for treatment
- **38** patients have finished
- **8** patients currently in treatment

Only **2** patients either self-terminated treatment or moved out of state before finishing treatment

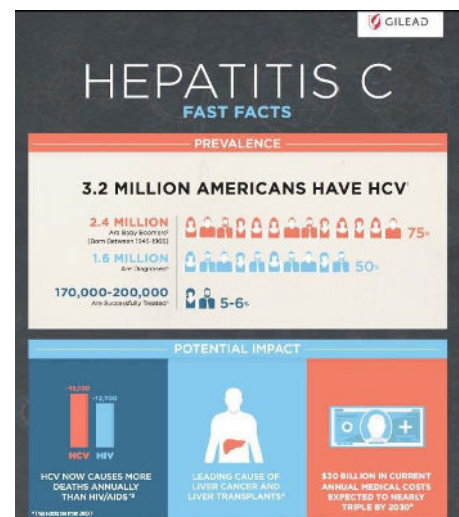
Of those who have completed treatment and completed labs to get results, there is a **94% cure rate**

HEP C PROGRAM: SAVING LIVES AND MONEY

Several years ago, there was a recognized need for HepC treatment in our clinic's population. Recent advances for treating HepC have created several options for curing this life-threatening and health-complicating virus. The Philadelphia College of Osteopathic Medicine (PCOM) has fourth year Suwanee campus students who partner with the GNC dispensary and physicians to administer the treatment. Under the leadership of Dr. Caroline Champion, these students have enrolled and managed treatment for 48 patients.

The cost of each patient's medications (Harvoni) totals nearly \$100,000 but, through

Gilead Pharmaceutical patient assistance programs, we are able to provide the drugs and GNC provides lab costs of \$668 per patient. The average cost of related complications for HepC patients is \$30,000 in hospital costs annually. This program prevents serious complications, saves both lives and hospital resources.





GNC staff collected \$510.40 in change to benefit the clinics budget.

BRENAU UNIVERSITY HOSTS P.T. CLINIC

Dr. Greg Patterson is a local Home Health Physical Therapist (P.T.) who began seeing GNC patients several years ago. As an adjunct professor in the Doctor of P.T. (D.P.T.) program at Brenau University he saw an opportunity. Second and third year students needed hands on training under the leadership of local Physical Therapists and GNC patients needed more options for physical therapy. In Summer of 2017, the two came together under the leadership of Dr. Mary Thigpen, Brenau Faculty in charge of the Doctor of P.T. program.

Brenau University now hosts a pro-bono P.T. Clinic just for GNC patients. Students are supported by faculty as well as by the local physical therapists in offering 48 P.T. appointments each month. Debilitating back pain, shoulder and neck injuries, and other serious issues are being treated to patients' great relief and satisfaction. Compliance for this program is exceptional.

The 120 Brenau students who are part of this program have or will have provided GNC patient care by the time they graduate. Students have been enthusiastic about the program which they feel serves as reminder that many hardworking, low-income people would go without help for their often painful issues if the P.T. community did not give back. Patients are motivated and incredibly grateful to the students. Students have realized that real life struggles, like transportation to appointments, will affect their practice and they are learning that both giving back and accommodating patient struggles are important to a good practice moving forward.

The first time third year student, Hannah, completed the treatment of her first patient, she cried. She recognized that helping people overcome painful issues that kept them from living full lives was why she started the journey to become a physical therapist.

People like Dr. Greg Patterson, Dr. Mary Thigpen, D.P.T. students, and the local P.T. community who volunteer at the pro-bono clinic are making a huge impact on the lives of GNC patients who want to get back to work and life. The Brenau P.T. clinic has provided 184 appointments since May. On behalf of our patients, thank you Brenau University and all who have offered this care.

Brighter Smiles
FOR BRIGHTER FUTURES



KEEP SMILING!

Thank you to all of the Brighter Smiles for Brighter Futures bleaching clients! Over \$9,000 was raised this fiscal year through the program. Over 35 Gainesville residents purchased bleaching kits and at local participating dentists' offices for \$250. GNC is the beneficiary, thanks to the dental offices who volunteer to create molds and distribute the product through their offices. Our top partners this year were:

Dr. Patrick B. Toms,
Comprehensive Dental Care

Mundy Mill Dental

Hawkins Family Dental

Wilson Orthodontics

**Give the gift of
Healing.
Helping.
Hoping.**



*Good News Clinics gladly sends
acknowledgement of gifts in honor
or memory of your loved ones.*

2017 FISCAL YEAR REPORT

GOOD NEWS STATISTICS: OCTOBER 2016-SEPTEMBER 2017

Sam Poole Medical Clinic

Medical Patients Served: 1,880
Value of Medical Services: \$2,360,239.49

Green Warren Dental Clinic

Dental Patients Served: 1,623
Value of Dental Services: \$1,178,295.41

GNC Dispensary

Number of Prescriptions Filled: 39,289
Retail Value of Medications Dispensed: \$10,164,283.00

Health Access

Total Referrals: 2,165
Value of H.A. Services: \$10,243,770.00

Total Patients Served: 3,503
Total Number of Patient Visits: 22,825

Value of Clinical Volunteer Services: \$218,801.42
Value of Student Volunteer Services: \$89,706.42
Value of Community Volunteer Services: \$164,266.65
Value of Pharmacy Volunteer Services: \$41,775.80

“Thank you for all you do. You guys have helped me with my diabetes. I can’t tell you how much I appreciate everything, EVERYTHING, you’ve done for me.”

2017 FY REVENUE & EXPENSES

Revenue:

Individuals	\$153,424
Churches	\$48,198
Businesses	\$3,585
Foundations	\$343,490
Organizations	\$1,584
United Way	\$68,707
Patient Gifts	\$7,334
Fundraisers	\$189,592
Endowment	\$103,102
The Medical Center Foundation	\$540,076

Total Revenue \$1,461,816

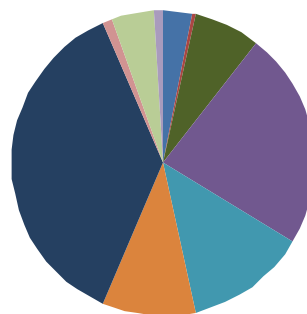
Expenses:

Clinic Operations	\$1,102,256
Medical Lab Testing	\$145,575
Administration	\$164,881
Building	\$56,077
Total Expenses	\$1,468,789

Bottom Line:

GNC provided
\$23,989,363
in services with a
\$1.46 Million
budget

2017 SOURCES OF SUPPORT



- Churches - 3%
- Businesses - .5%
- Endowment - 7%
- Foundations - 23%
- Fundraisers - 13%
- Individuals - 10%
- NEGMC - 37%
- Patient Donations - 1%
- United Way - 4.5%
- Other - 1%

MEET, GREET, & EAT

A New Way to Meet the Clinics

Many people are surprised at the quality and scope of GNC's services and practice. As we continue to expand our patient care programs, we invite you to come learn about the clinics firsthand. Hear from our staff and recipients of our services to better understand the ways people are experiencing healing, helping, and hoping at GNC.

Every First Tuesday of the Month

Join us for a quick lunch, informative and moving program about the clinics, and a short tour. Supporters of the clinics are welcome to invite friends, family, or interested parties to our monthly luncheon.

Dec. 5th @ 12:00-1:00 PM

January 2nd @ 12:00-1:00 PM

February 6 @ 12-1:00 PM

Please RSVP to Liz Coates: locates@goodnewsclinics.org

770-297-5040 Ext. 320

OUR MISSION

Good News Clinics is a Christian nonprofit providing free medical and dental care to uninsured residents of Hall County who cannot afford to purchase health care services. Forty-six primary care physicians, 9 mid-level providers and 43 dentists volunteer to treat patients at GNC. In addition, over 340 specialist physicians volunteer to treat GNC patients through our Health Access referral program.

CURRENT BOARD OF DIRECTORS

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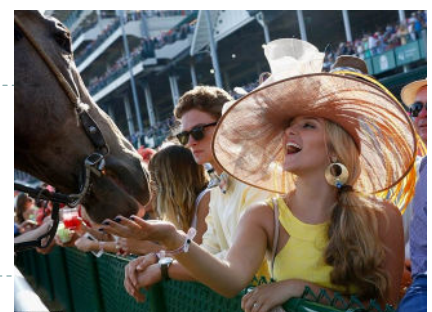
Ed Burnette, DDS

The Hon. Kathlene F. Gosselin

Bill Coates, PhD

Anne Thomas

**Save the Date: "Run for the Roses" Kentucky
Derby Fundraiser Event
Saturday, April 28th**



Good News Clinics

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GIVE THE GIFT OF HEALING

As you consider Year End Giving, know that when you make a gift to GNC **you're joining thousands of local citizens who believe that EVERYONE deserves health and dental care.**

Ways you can help:

- ⇒ Register online to give monthly or quarterly
- ⇒ Make a pledge of \$2,500 to be paid over the course two years celebrating our 25 years of healing Hall Co. residents
- ⇒ Make a donation in honor or memory of a loved one as a Christmas gift
- ⇒ Make a one-time donation to help patients get the medical and dental care they deserve
- ⇒ Make GNC the recipient of .5% of your Amazon Smile shopping this holiday season: <https://smile.amazon.com/ch/58-2058853>

Donations can be made:

- Online at www.goodnewsclinics.org/donate
- Mailed to P.O. Box 2683, Gainesville, GA 30503



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