

2010 Basic Needs Funding Application

APPLICATION IS BY INVITATION ONLY

Contact Information

Organization Name: VOLUNTEERS IN MEDICINE

Mailing Address: 3321 W. 11th Avenue

City/State: EUGENE, OREGON Zip: 97402

Contact Name: JACKIE MIKALONIS Title: EXECUTIVE DIRECTOR

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Organizational Information

Mission Statement: To understand and serve the health and wellness needs of the medically under-served who live and work in the greater Lane County area.

No. of Employees: 20 FTE: 14.85

No. of Volunteers (annually)/ Volunteer Hours (annually) 450 / 30,000

Name of Executive Director: JACKIE MIKALONIS

Name of Board President: JACKIE MIKALONIS Term Ending Date: N/A

Number of members on Board of Directors: 13

Total Agency Budget: \$1,522, 126 (cash) Fiscal Year End: 09/30/2010

Geographic Service Primarily Lane County with some served in northern Douglas, southern Linn

Unduplicated Lane County Residents Served Last Year: 1453

Has your organization been previously funded by UWLC? No Yes, Year(s) 2001

Proposed Service(s): Name of Proposed Services: General Operations

Basic Needs Services: (check primary use of funds)	Geographic Service Area within Lane County
<input type="checkbox"/> Food (hunger relief and nutrition)	
<input type="checkbox"/> Shelter (emergency housing and homelessness intervention)	
<input checked="" type="checkbox"/> Healthcare (emergency and basic health services)	All of Lane County
<input type="checkbox"/> Safety (domestic violence and child abuse intervention)	
<input type="checkbox"/> Access to Basic Needs (information & referral; transportation; advocacy)	

Annual Funds Requested: \$ 100,000

1. Proposed Services Summary:

VIM is a medical clinic that provides free comprehensive, high-quality primary and mental health care to low-income, uninsured individuals whose income falls between 85% and 200% of FPL. Free health care and medical educational counseling programs provide consistent treatment and support of lifestyle changes, especially with chronic conditions and diseases, to increase patient self-reliance and well-being. In addition to primary and mental health care, VIM provides free medications; early detection, treatment and referrals for patients in the Women’s Health Program; access to free laboratory tests for diagnostic and continuous treatment; education and management of diabetes; referrals to no- or low-cost service providers; and prevention programs such as smoking cessation.

2. Target Population: Describe your target population. Basic Needs investments should focus primarily on families and individuals with income 250% or below the federal poverty level.

VIM serves low-income, adults primarily in Lane County, with some patients residing in counties situated to the north and south. VIM patients must be uninsured and have income that falls between 85% and 200% of the Federal Poverty Level.

3. Need: Describe briefly the need or problem these services address. Include the number and percentage of population affected, metro, rural, and multi-cultural. Describe how these services are aligned with the community needs assessment or other local studies. **20 points possible**

The number of uninsured people in Lane County has doubled to 66,000 (1 in 5 people) since VIM opened in 2001, and approximately one-third are from uninsured families. When working, low-income patients come to VIM, they have often gone years without care because they have no access to health care or insurance costs are too high. Nearly 25% of VIM’s new patients have had no medical insurance in 3-5 years; another 15% have had none for more than 11 years. 85% of patients are from the Eugene/Springfield Metro area. 15% of patients are from rural areas. About 20% of VIM patients are Spanish speaking.

4. Service Goals: Describe your service goals and how you will measure achievement of those goals. You will report the outputs and outcomes in progress reports. **20 points possible**

VIM’s goal is to increase access to primary medical and mental health care to low-income Lane County residents who have no insurance. Evaluation by clinic staff, the board, and a Medical Advisory Board is based on detailed monthly data VIM collects to mark progress. These include number of unique patients seen; number of total patient visits (primary care, mental health); volunteers recruited and hours logged; amount and value of free medications and diabetic supplies. VIM will increase patient visits by 20% this year.

Community Return on Investment: Describe the return on United Way investment. Include such factors as demonstrated cost-effectiveness and efficiency of delivery; leveraging of other financial investments; methods to avoid problems that would cost more later. How does your agency's work improve the effectiveness of the human services network in Lane County? **20 points possible**

Without access to healthcare, the health of productive members of our community can be in jeopardy, creating instability in families and for businesses. Free services for the uninsured, working poor helps prevent overuse of emergency department services for health issues usually addressed by a primary care physician or a mental health practitioner (research shows low-income people use emergency department services for mental health concerns). For every dollar of revenue, VIM provides more than \$2 in care. VIM supports more than 400 volunteers who give their time (30,000 hours per year) and skill. And VIM receives more than \$12,000 per month of in-kind diagnostic and lab work.

5. Organizational Capacity: Describe the ability of your organization to carry out services successfully and efficiently based on current resources, i.e., expertise of staff, diversity of funding streams, board composition and involvement, fiscal and governance systems, and facilities. **10 points possible**

VIM enjoys wide community participation. • Approximately 450 volunteers include doctors, nurses, pharmacists, and lay volunteers. • Approximately 250 medical specialists provide services at no or low cost to VIM patients. • An active board of directors and committees represent a cross-section of the community with a diverse skill set. • The Finance & Audit and Strategic Issues Committees draw from a broader group than the Board to review finances, governance & strategic plans. • VIM facilities include a small administrative office, a 4,500ft² clinic a special event space—all of which the Board helps obtain and evaluate. • The Board employs an executive director with an MPA. • The staff includes a medical director, mental health professionals, nurse, clinic manger, business and development professionals. • Although VIM maintains a cash budget of \$1.5 million, the current fiscal year includes another \$2.5 million of in-kind contributions.

6. Goal Alignment: Describe how services align with or support one or more United Way goals of Education, Income and Health (please see goal definitions in the instructions). **10 points possible**

VIM's mission is to reduce barriers to healthcare for people below 200% of the FPL, to ensure access to healthcare. When the VIM opened in 2001, the income eligibility requirement for new patients was 100% to 200% of the FPL. When the eligibility criteria for the Oregon Health Plan (Medicaid) tightened in late 2008, VIM lowered patient eligibility requirements to 85%, to better capture the uninsured population of our community. This year, VIM expects to serve the most patients it ever has. Monthly averages of more than 600 patient visits are our highest ever. This is an important achievement during an economic downturn for an organization whose primary goal is to eliminate barriers to medical care. As service demand increased in 2009, VIM staff and volunteer doctors implemented new ways to manage clinic operations to serve more patients.

7. Collaborations: Describe collaborative or innovative aspects of this service. Considerations may include partnerships that meet the holistic needs of clients; how your approach demonstrates systems thinking; how you enable clients to access a broad range of services; how these services leverage existing community resources and access new resources. **10 points possible**

VIM maximizes partnerships with specialty providers such as Oregon Medical Labs and Oregon Imaging Center for free imaging services and lab testing for our patients. As well, more than 250 volunteer specialists ensure appropriate care outside the expertise of our voluntary providers. VIM plays an important role in Lane County's 100% Access Initiative, as a partner with other safety-net clinic partners. With these partners, VIM is working to develop a more coordinated system of local healthcare delivery system for the uninsured and the different populations of safety-net clinics, to improve local access to care and use of resources. VIM also provides an important function as a hub for work and medical personnel training, from high school students to adults, with positions as medical translators, pharmacy technicians, and more.

8. Alignment of Services with Values: Describe how services align with United Way of Lane County's values (See the overview) **10 points possible**

VIM's goals and values align exactly with United Way's. At VIM, one part of our integrity is transparency, openly showing, as our most recent brochure demonstrates, donors, prospective donors, and foundations where their funds go, how they translate into services, and how their dollars help uphold our mission. As a byproduct, staff and volunteers are actively involved in maximizing the value of all that we receive, which is reflected in low administrative costs of about 3% in 2008. Volunteerism is an obvious cornerstone of all our work, from providing services to fundraising to building maintenance to acquiring medications. Last year, VIM volunteers provided more than 30,000 hours in service with an approximate value of \$800,000. VIM provides a place for leaders and community partners to contribute and ensure well-being.

Basic Needs Application

Proposed Services BUDGET

(fill in the green cells)

Agency Name:

Volunteers In Medicine Clinic

Proposed Services:

General Operations

	Prior 12 Months	Future 12 Months
REVENUE/SUPPORT		
United Way Funding/Request (do NOT include Donor Designations)	\$0.00	\$100,000.00
Public Support: Contributions/Fundraising Events (include Donor Designations)		\$916,550.00
Government Funding		\$0.00
Foundation/Corporation/Other Grants or Major Gifts		\$402,250.00
Program Service Fees or Membership Dues		\$0.00
Other Revenue		\$28,880.00
Total Revenue	\$0.00	\$1,447,680.00
	Estimated	Actual
EXPENSES		
Personnel Related		\$1,165,155.00
Client Assistance		\$139,000.00
Other Direct Program Expenses		\$143,694.00
Administrative Overhead		\$118,277.00
Total Expenses	\$0.00	\$1,566,126.00
NET (should be zero)	\$0.00	(\$118,446.00)

What percent of your agency budget do these proposed services represent?		100%
What percent of your agency revenue is the United Way request?		9%
Number of employee FTE's (full-time equivalents) in proposed services?		14.85
Percentage United Way request to overall proposed services revenue	#DIV/0!	7%
Administrative overhead percentage applied to proposed services	#DIV/0!	8%

Completed by:

Tracy Miller