Inspiration & Innovation

2012-2013 Annual Report





Dear Friends of CrossOver Healthcare Ministry,

It has been an exciting year!

Thank you for your support of CrossOver Healthcare Ministry during the past year. We continued to improve our service to the poor while serving a record number of patients. During the year, the clinic had 45,589 patient visits and served 6,815 patients. These results came from the work of many hands.

I want to thank everyone involved in continuing to make CrossOver a success over the past year. The CrossOver Ministry team works together to deliver world class care to our neighbors in need in the name of Jesus Christ.

During the past year, the board completed a strategic plan that will help us improve the care given to our patients and ensure long-term sustainability of the ministry in the coming years. Many community leaders provided input for the plan. The result is a plan that will help us focus our efforts to improve care to our patients.

Our Downtown and Western Henrico clinics were both remodeled and expanded during the past year. We were able to add three exam rooms and three consultation rooms at the two clinics. After prayerful consideration we decided to close the CrossOver Sherborne Clinic and focus our patient services at our two full service clinics. The Downtown and Western Henrico clinics will be able to provide a full service patient home for all of our patients including referrals. Each clinic will provide, primary and specialty medical care, dental, eye and behavioral services.

The coming year will offer a new set of challenges as the Affordable Care Act takes effect. I am very confident that CrossOver will be able, with your support to continue to meet the needs of our patients in this new era.

Luke 10:36-37 says "Which of these three do you think was a neighbor to the man who fell into the hands of robbers?"

The expert in the law replied, "The one who had mercy on him."

Jesus told him, "Go and do likewise."

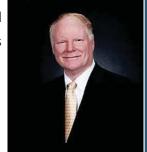
Stepler Lindson

I think that this passage calls us to reflect and redouble our efforts to serve the poor for the coming year. We are currently receiving over 50 calls a day from new patients needing services. Our goal is to help as

many people as possible. Last year was a big success, now the coming year will offer tremendous opportunities to continue to grow our service to those in need. We will need many hands to meet the need. With His guidance and your help we will meet the needs of our community.

Peace,

Steve Lindsey

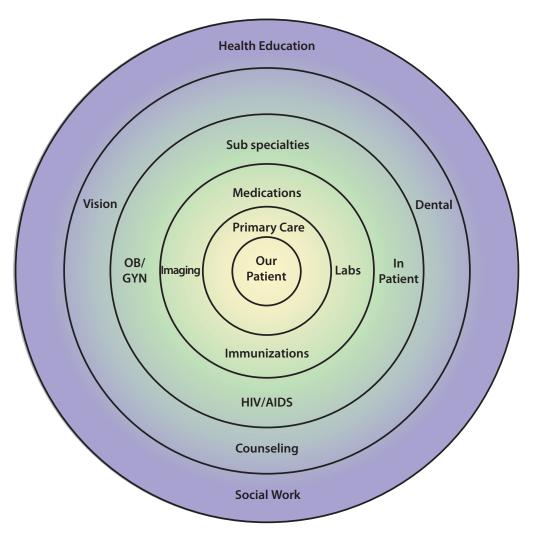


"You are the light of the world. A city on a hill cannot be hidden. Neither do people light a lamp and put it under a bowl... in the same way, let your light shine before men, that they may see your good deeds and praise your Father in heaven."

Matthew 5:14-16



Providing a full spectrum of care to people in need.



At CrossOver, the patient is our central focus. We start with their primary care and expand outward to specialty care all the way to health education and social work case management. We strive every day to add innovative resources to increase the depth and breadth of care we provide.

Upgrades and Improvements

As the need for our services grows, clinic space becomes more of an issue. This year we were able to alleviate some our capacity issues with an expansion of the Western Henrico Clinic and upgrades at the Downtown Clinic. Funding from the Annabella R. Jenkins Foundation and Metropolitan Health Foundation as well as many private donations made it all possible.





The Western Henrico Clinic has doubled in size to include an expanded waiting room (pictured above right), a provider room for doctors to work and collaborate (pictured above left), two designated counseling rooms, financial screening offices, a new medication room and check-out desk and two additional exam rooms. A multipurpose room with a full kitchen was also added so that we can teach patients with chronic conditions how to prepare healthy meals.

The entire downtown clinic received much needed new paint and flooring. The waiting and exam rooms were upgraded (below left) and two additional counseling rooms were added. At both clinics, brand new medication racks were installed to more efficiently manage our patients' medication needs (bottom right).









Partners in Learning and Healing

The rich academic environment in Richmond allows us to partner with students from a variety of disciplines. Through the Enhanced Teaching Practice at VCU, CrossOver has seen many students come through our doors over the years. Two nights per week, students from the Medical, Pharmacy and Nursing schools run the evening clinic at Cowardin (pictured above left). Many of these students care for their very first patients at our clinics.

Through VCU's School of Pharmacy, CrossOver also participates in IMPACT: Diabetes. Through this program, pharmacy residents and students, under the direction of Sallie Mayer, PharmD, work with our diabetic patients to better manage their disease. Our current resident, Michael Dail, is pictured above (right) consulting a patient about the correct dosage of insulin.

CrossOver also partners with area schools, including the University of Richmond, to provide internships for students. Mony (pictured below) is a Bonner Scholar at U of R and a CrossOver summer intern. Her fluency in Arabic has proven invaluable in helping our patients from the Middle East.

"Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time."

Thomas A. Edison



Community Partnerships: Improving Technology



CrossOver's vision program continues to expand and serve more patients every year. This year 1,404 patients received eye exams.

Thanks to the Virginia Eye Institute (VEI), not only can we see more patients, but we can also perform more advanced testing. This year VEI donated a state-of-the-art Humphrey Visual Field Analyzer, which is important for diagnosing glaucoma and monitoring the loss of peripheral vision in patients. Given that a large percentage of our patient population suffers from diabetes and hypertension--two diseases that increase the risk for glaucoma--this machine is critical to our practice. In addition to the visual field analyzer, VEI has donated an auto refractor, lensometers and vouchers for free glasses for patients to use at their optical shops.

CrossOver is extremelty grateful to the Medarva Foundation Fund for their continued support of the vision program.



Harvey Neale, a weekly volunteer at the Western Henrico Clinic, had a problem--the computers at the front desk were unreliable, thus slowing down the check-in and check-out process. Inevitably a backup of patients led to a backup in the clinic. As a retired Altria employee, he knew that his former company has a skills based volunteer program that connects its employees with opportunities to volunteer in the community. CrossOver was soon 'adopted' by Altria's Emerging Leaders Group (pictured above with CrossOver staff) of Altria's Information Services department.

After evaluating our hardware and systems, Altria donated 30 computers and funds for software so the clinics can run more efficiently. In addition to configuring the computers, the Emerging leaders are compiling training manuals, holding on-site learning sessions and developing a troubleshooting blog for CrossOver employees.

Special Events



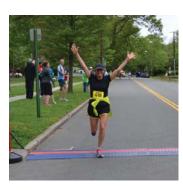
(From left to right) Dr. James Darden, Dr. Sheryl Finucane, Dr. Ralph MacMillan, Allison Bailey, Bryan Gilreath and Tom Byrd

The 2012 Compassionate Care Awards

This year's Compassionate Care Awards were a rousing success. The dinner was hosted by Dr. and Mrs. Robert Cox, Dr. and Mrs. Daniel Jannuzzi and Dr. and Mrs. Cullen Rivers. Once again, the ballroom at The Jefferson was full as we paid tribute to six of our dedicated volunteers:

- Retired general surgeon Dr. James Darden has volunteered weekly for the past ten years at the Downtown Clinic. For many of these years, he was the only physician to provide surgical services at CrossOver.
- Dr. Ralph MacMillan, a retired primary care physician, has the distinction of being the only volunteer to treat patients at all three clinic locations.
- The CrossOver Physical Therapy group, comprised of employees from VCU & Sheltering Arms, has been working with our patients for ten years. Allison Bailey, Dr. Sheryl Finucane, Bryan Gilbreath, and Dr. Dianne Jewell recognize the impact that injuries or disabilities have on low-income individuals and strive to help them regain a better quality of life.
- Former Anthem President, Tom Byrd, served as CrossOver Board President for three years, in addition to serving in a myriad of other ways, from chairing the 2008 Compassionate Care Awards dinner to changing light bulbs in the clinic.

The 2013 CrossOver Challenge



Despite the unusually brisk weather, approximately 300 people came out to support CrossOver. With new participants, sponsors and a fantastic new t-shirt, this year's event brought with it an energy that helped raise a record \$74,050 for our Single



Mothers Health Program. Whether you ran, walked, volunteered, donated, or sponsored, please know that you made a difference in someone's life.

Special thanks to the Challenge steering committee: Jackey Bieber, Andy Birken, Becky Bynum, Christian Cuthbert, Jann Murchie & Missy Murchie. We couldn't have done it without you!

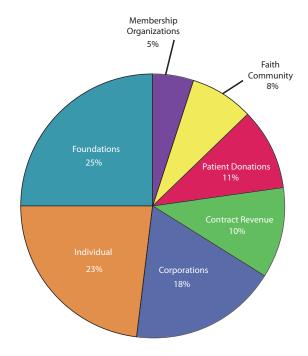
Statement of Activities

For the Year Ended June 30, 2013

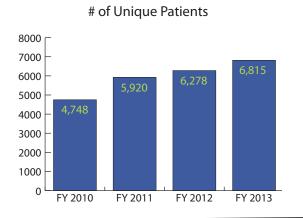
Cash Support and Revenue	\$2,433,565
In-Kind Contributions*	\$12,757,197
Total Support and Revenue	\$15,190,762
Program/Client Service Expenses	\$14,344,961
Management and General Expenses	\$311,582
Fundraising Expenses	\$324,712
Total Expenses	\$14,981,255
Support Service Expenses as a % of Total Expenses	4.3%
Net Assets at Beginning of Year	\$1,633,529
Net Assets at End of Year	\$1,843,036
Change in Net Assets	\$209,507

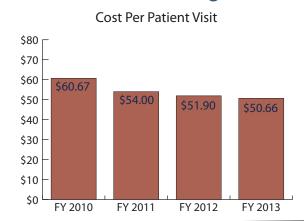
^{*}In-Kind contributions include donated labor, medications, supplies and medical services

FY2013 Sources of Cash Support and Revenue



As our services increase, our costs continue to go down!





At CrossOver, we work hard to be good stewards of our supporters' donations. These efforts were recognized this year by two national organizations. For the third year in a row, CrossOver was named a four star charity by Charity Navigator, and we were awarded the Better Business Bureau's Charity Seal for accredited organizations.





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Melissa Murchie Cheryl Murphy, MD Julie Murphy Karen Murphy, RN Kathleen Murphy Mary Lynn Murphy, RN Michael Murphy, MD

Patrick Murphy Samantha Murray, NP

Linda Murray Justin Myers, MD Kathryn Myers, LPC Michelle Napper Veronica Naranjo

Padmalatha Navubothu, DDS

Harvey Neale Sallie Neblett David Nelson, MD Erin Nelson Hallie Nelson Christy Ottaviano Scott Owens, RN Kachina Oxendine Susan Paavola Sarah Paciulli, NP Guillermina Padilla Elizabeth Palsa

Ramona Pandher, DDS Waree Panyason Ialantha Parker Neil Partridge, RPh Bansari Patadia Bhumi Patel Nikita Patel, PharmD

Akanksha Patel
Doli Patel
Ekta Patel

Sisavath Pathammavong

John Patrizio, MD Dawn Patterson Susan Price Jerry Price

Mary Priddy, RN Sarah Prillaman, NP Gordon Prior, DDS Tracy Provost, PT

Elinor Pyles, RN Anissa Qudsia Honey Rae, RN Helen Ragazzi, MD Joseph Rakestraw

Joseph Rakestraw Diana Ramos Bethany Randall Rebecca Randall Whitnee Rawles Edward Read, Jr, MD Amanda Reames, NP Orsatti Rebeca

Merle E. "Gene" Reedy Linda Rendalen, RN

Our Volunteers - continued

Janice Renick, NP Susan Reynolds Virginia Rhines, RN

Dale Riggs

Richard Rinehardt, MD Judy Ritterskamp ,RN

Pilar Rivera

Cullen Rivers, MD

Faye Rivers

Abigail Roberson

MaryAnn Roberts, RN

Elaine Robertshaw

JoLynne Robins, NP

Cheryl Robinson

Erin Robinson

Ian Robinson

Nancy Rogers

Pat Rollison

Leo Ross, RPh

Carole Ann Ross

Marilyn Schreiber Morgan Schroder James Schroeder, DDS Michael Schrott

Ingrid Schultz-Groseclose

Alison Schuppert Andrea Scott Dee Dee Scott Jesse Scott Mae Scott

Debra Seegers, NP Emily Segal, RN Donald Seitz, MD

Pat Seitz
Ofelia Seredni
Meshach Service
Jane Settle, NP
Amy Shadron
Doris Shalenko, RN
Jernelle Shaw

Robin C. Smith, NP Rodney Smith, MD

Tiyi Smith

Melanie Snellings Aslihan Sogutlu

Jason Soh

Asha Solanky, NP Nancy Solano

Farshid Soltanian, DDS Maggie Southwick Jack Speed, RN

Elizabeth Spencer, RN

Michael Spine

Myron Spooner, MD

Alison Spriggs

Patricia Spurzem, RN

Rebecca Stables

Peter Stefanik, MD

Libbie Stennett

William Stennett

Nicholas Stephens

Gregory Stevens







Trensnavia Ruffin Monica Ruiz Ashley Ryan Melanie Sadler Jamal Salih

Jamal Salih Satabdi Samaddar Kimberly Samonte Alexander Samuel, MD Naveen Samuel, NP Barbara Santo Samay Sappal

Samay Sappal
Tedda Saunders, RN
Chrissy Saunders
Lori Sauthward
Michael Sawitsky
Debbie Schmitt

Mary Sue Schneider, RN Robert Schneider Stacia Schoeffler, RN David Schreiber Walker Shaw Allison Shellenberger

Bonnie Shelton Joseph Shelton, RN Laurie Sheperd, RN

Erica Shepperd-Debnam Kenneth Shirley, LPC Christian Simmons

Latoya Simmons Dena Sindelir Sunil Sinha, MD

Nisha Sinha

Sudarvizhi Sivaraman

Colleen Smith
Craig Smith
Cynthia Smith, RN
Elvira Smith
Lindley Smith, MD
Nathaniel Smith
Rebecca Smith, RN

Renodda Stevenson, LPC Henry Stewart, DDS

Melinda Stewart, NP

Carolyn Stiff Sarah Stinnett

Parker Stride Linda Stroup, RN

Devin Sullivan Megan Sullivan

Sihong Suy, MD Sue Sydow Dan Syrett, PT

Hendrick Tafo-Tabue, DDS

Sandy Taito-Ipock

Shantaram Talegaonkar, MD

Sonia Talegaonkar Alishia Talley Inna Tarasova, NP

Bev Taylor Daryl Taylor



John Taylor Roger Taylor Susan Tellier Arlene Terry Amanda Terry Ani Tetrault, RPh Sallie Thalhimer

Kuriakose Thekkethala, MD

Sarah Thomas Betty Thompson, RN Schliqua Thompson Alma Thompson Andrew Thompson Mary Thompson Pamela Thornton Sandy Tiato Carol Tibbals, NP Marcia Tieman Stephen Todd, DDS

Tranae Tolson Sheena Tooman, RN Abigail Torrance Anne Townsend Quyen Tran, RPh Therese Tran Annhorner Truitt

Ashley-Elizabeth Tucker

Sara Um

Cathy Tuck, RN

Evelyn Valencia Evenezer Valenzuela Santa Valenzuela Viktoriya Vaseykina Mark Vaughan, RPh Carolina Velez, LPC

Angela Verdery Emilia Villada Pastora Villada Gabriela Villalobos Mary Vlahos, RN Sandra Voll, NP David Vu Thien-Trang Vu

Mina Vucic

Andy Wade, DDS Deanna Wade, PA Ezana Wakjira Richard Walker, RN Luerine Walker Nancy Walker Susan Walker Deborah Waller Sharon Wampler, RN Steffanie Ward Hudnall Ware, MD

Joanne Wellford, RN Jane Wells

Chelsi Watkins

DeAnne Watson

William Way, DDS

Anna Weichel, RN

Verna Welshman Townsend Westerman, RN Donald Wheless, DDS

Terry Whipple, MD John White, MD Allison White, RPh Patricia White

David Whitehead, MD J. Claire Whiting, NP

Fred Whitten, RPh Kathy Whitten, RPh Melissa Wilder Nathan Wildt Susan Wilkins, RN Blaise Williams, PT Gordy Williams James Williams Karen Williams Rosa Williams

Daeryl Williamson, RN

Tita Williams

Marianna Wills **Gary Witthoefft** Kitty Witthoefft Robert Woltz Nathan Wong Christina Wood Maddy Wood Sarah Woody Catherine Wooton Teresa Workman, RN Gaynelle Worley Jasmine Wrenn W. Jan Wroblewski Tracy Yager-Jackson, RN

Jennifer Yau Jihyun Yeon

Ashley York-Venable

Kitt Young Kristie Yu Karen Zielonka Fadi Zrik

Volunteers by the numbers

Volunteer Type	#Volunteers	#Volunteer Hours
Non-Medical	479	16,228
Nursing	144	6,692
Specialty Care Provider	56	2,834
Primary Care Provider	54	2,570
Dental	47	1,616
Mental Health	14	1,783
Pharmacy	32	1,669
Vision	5	619
Total	831	34,011

CrossOver Healthcare Ministry Board of Directors

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Joyce Kennedy
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Carter McKay
Lauren Maenza
Christy Ottaviano
Peter Squire
Ashley York Venable



Our Staff

Renee Hammel, NP -- Staff Nurse Practitioner

"Cure sometimes, treat often, comfort always."

Hippocrates

Leadership

Julie Bilodeau – Executive Director

Daniel M. Jannuzzi, MD – Medical Director, Downtown Clinic

Mike Murchie, MD – Medical Director, Western Henrico Clinic

Clinical Staff

Jeanice Brown – Bilingual Patient Care Coordinator Lyn Harding – Downtown Clinic Manager/Chaplain Vivian Bruzzese, MD – Director of HIV Programs Betzy Jackson – Bilingual Licensed Practical Nurse Andrea Chavez – Bilingual Licensed Practical Nurse Misty Johnson – Bilingual Patient Advocate Alexandra Chamberlain, MSW – Bilingual Social Worker Diana Naidoo – Prenatal Coordinator Dwight Rackley, NP – HIV Nurse Practitioner Carlos Concepcion – Bilingual Pharmacy Assistant Kerri Reed – Dental Coordinator Erilisse Deynes – Bilingual Medications Access Case Worker Rebecca Diakun – Certified Pharmacy Technician Millie Rocha - Bilingual Dental Assistant Samantha Golding – Bilingual Patient Advocate Eleanor Sanchez – Bilingual Patient Advocate Dania Gonzalez – Bilingual Dental Assistant Kay Smith, RN – Every Woman's Life Coordinator Teresa Gonzalez – Bilingual Medical Assistant Shawnda Stovall – Dental Hygienist Michelle Taylor – Pharmacy Coordinator Nicole Gore – Eye Program Coordinator Leo Ulashkin – Medications Associate Andrea Hague – Western Henrico Clinic Manager

Health Education

Gay White, MD – Staff Physician

Karen Bunn – Hispanic Health Education Coordinator Marilyn Metzler, RN – Director of Health Education

Administration

Eric Brinkert – Grants Manager

Amy Capistran – Development Associate
Robin Mathews – Accounting Manager
Rachel Payne – Communications Coordinator
Lynn Williams – Development Manager
Jacqueline Wornom – Volunteer Coordinator



COMPASSIONATE HEALTHCARE FOR PEOPLE IN NEED

Our Mission

We are called to provide healthcare, promote wellness and connect community talents and resources with people in need in the name of Jesus Christ.

Our Vision

A healthy, vibrant community where every person is restored by the compassionate, healing love of God.

Our Values

Compassion

Reaching out in love with kindness and respect, we listen, assess need, and provide hope and guidance.

Integrity

Being honest and trustworthy, we create a safe environment where we are all good stewards of Ministry resources.

Servant Leadership

Creating unity with humility through teamwork, we help, encourage, and affirm one another.

CrossOver Administrative Offices

8600 Quioccasin Rd. Suite 102 Richmond, VA 23229 804-422-2600

CrossOver Downtown

108 Cowardin Ave. Richmond, VA 23224 804-233-5016

CrossOver Western Henrico

Across from Regency Mall 8600 Quioccasin Rd. Suite 105 Richmond, VA 23229 804-622-0803