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Dear friends,

Fiscal year 2023 at CrossOver was a year of growing in welcome.

Personnel: We continue to welcome volunteers who are new to us as well as those who volunteered with us before the pandemic and are now returning. We have also improved our employee onboarding and orientation processes.

Facilities: We are improving both of our clinic locations to make our spaces more welcoming for patients, volunteers, and employees.

HIV Clinic: Our HIV program moved from our Richmond Clinic to a brand new, renovated space at our Henrico Clinic.

Refugees: We undertook a new partnership with the Virginia Department of Health to provide comprehensive refugee screenings for our newest neighbors.

Programs: We continue to grow our patient numbers, most notably in our pediatric and OB programs.

In the following pages, you can read more about the ways we're working to open doors and make room for more of our neighbors. Then, we hope you will make a gift today to support this ongoing work. Thank you for your support of compassionate care.

Sincerely,

A handwritten signature in black ink that reads "Julie Bilodeau".

Julie Bilodeau

A handwritten signature in black ink that reads "Patricia Lee Robertson".

Patricia Lee Robertson

6,662
unique clients
served

17,004
primary care
visits

1,172
pediatric visits

4,390
dental visits

1,317
eye care visits

1,731
HIV visits

1,534
mental health
visits

2,457
case management
visits

1,349
care coordination

31,346
prescriptions
provided

2,506
OB visits

2,783
specialty care
visits

**FY23 BY THE
NUMBERS**

WELCOMING FACILITIES

Henrico Clinic

This year, we built out a brand new HIV clinic at our Henrico Clinic location and moved our HIV program out of the Richmond Clinic and into this new space.

Our clients tell us they appreciate the spacious exam rooms, natural light, and ample parking, all of which lend a sense of comfort and ease to their appointments.



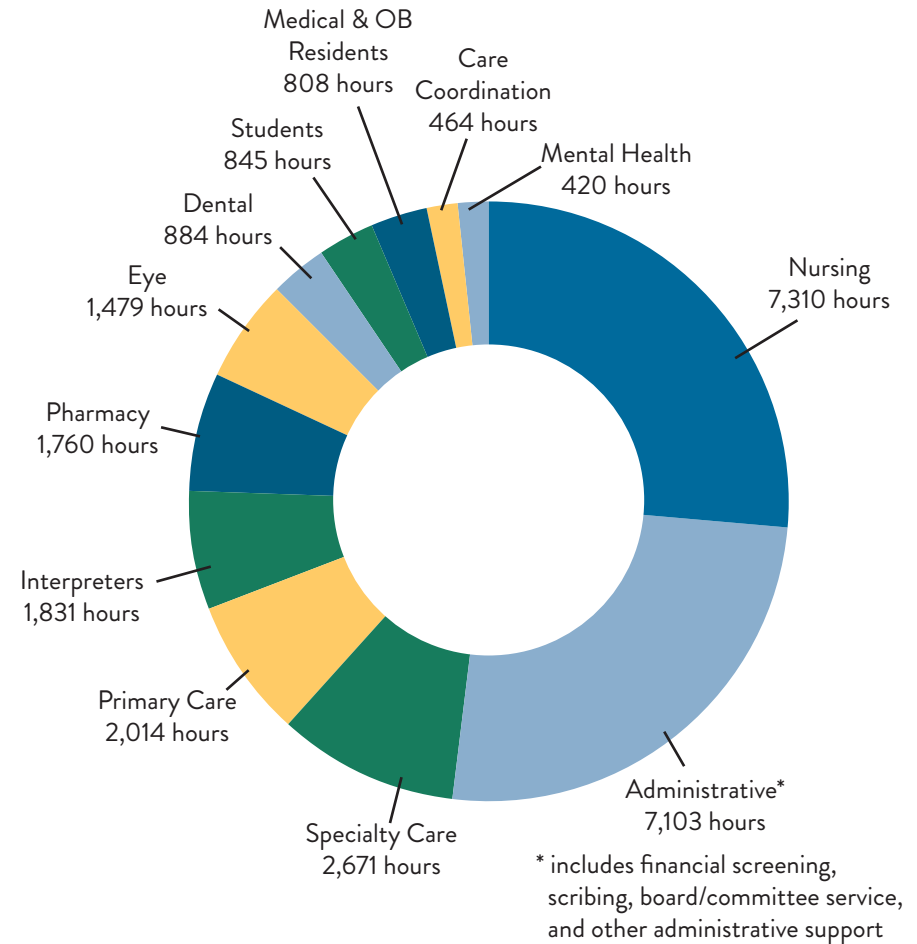
Richmond Clinic

We continue to make improvements to our Richmond Clinic, including painting our exam rooms and repurposing the space vacated by our HIV program. As a result, we now have a new patient intake area that is comfortable, private, and respectful of patient confidentiality.

At both clinics, we continue to work toward our goal of having spaces that reflect the dignity of our patients and the excellence of the care they receive here.



2023 VOLUNTEERS



431
VOLUNTEERS

27,589
HOURS

WELCOMING OUR NEIGHBORS

Our newest neighbors

This year brought a new partnership with the Virginia Department of Health to provide new refugee health screenings at CrossOver. Appointments are for the entire family, and they include communicable disease screening, vaccination, and establishing patients with CrossOver as their health home. Working with local resettlement agencies, CrossOver is able to help address the unique needs facing these new arrivals in a compassionate and culturally sensitive way.



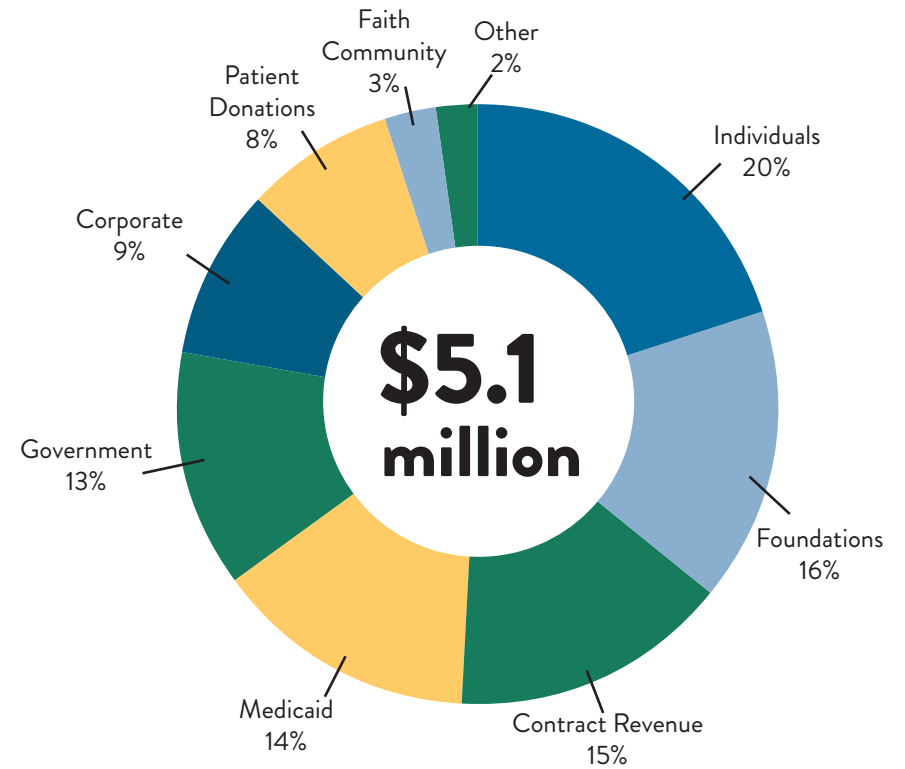
Pregnant patients and our youngest neighbors

This year saw a 37% increase in our number of OB patient visits and a 29% increase in our number of pediatrics patient visits compared to FY22. At CrossOver, our pediatric and OB clients have access to dental care, vaccinations, eye care, and our full range of services important for healthy pregnancies and childhoods.



2023 FINANCIALS

For the period of July 1, 2022, to June 30, 2023



Cash Support and Revenue*	\$5,124,694
In-Kind Contributions	\$3,597,178
Total Support and Revenue	\$8,721,872
Administrative and Development Expenses	\$1,357,145
Total Expenses	\$9,337,389
Admin and Development as % of Total Expenses	15%
Net Assets Beginning of Year	\$4,173,415
Net Assets End of Year	\$5,162,211
Change in Net Assets	\$988,796

*Does not include gifts to the capital campaign.

In-Kind Contributions include donated labor, medications, supplies, and medical services provided at our clinics.

Our most recent audited financials, Form 990, and volunteer and donor lists may be found on our website at crossoverministry.org/about/publications.

Our Mission

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

CrossOver Board of Directors

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Janet Wills, CFP

Isaac Wornom III, MD, FACS

Chief Executive Officer: Julie Bilodeau

Medical Director: Michael Murchie, MD

Locations

Richmond Clinic

108 Cowardin Ave.

Richmond, VA 23224

Henrico Clinic

8600 Quioccasin Rd.

Richmond, VA 23229

Administrative Offices

8600 Quioccasin Rd., Suite 101

Richmond, VA 23229

804-655-2794

crossoverministry.org

