10 Years.
Thousands Served. Countless Smiles.

Piedmont Virginia Dental Health Foundation
2016 Report to the Community
The mission of the Piedmont Virginia Dental Health Foundation is to improve the oral health of our community’s disadvantaged citizens through dental and dental hygiene services and focused oral health education.

- In our initial 10 years, there have been approximately 37,000 patient visits to the Community Dental Clinic.
- At Memorial Hospital of Martinsville & Henry County, the Emergency Department has experienced a decrease in dental visits (a total decrease of 34 percent since 2007), and the reason for that decrease is the Community Dental Clinic.
- The Clinic is considered the best extramural site for VCU dental students in the entire Commonwealth of Virginia.
- The Foundation has provided more than $8 million in dental services to unemployed and uninsured children and adults in our community in its initial 10 years.
10 Years of Personal Stories

Through this Report to the Community, the Foundation strives to communicate the services provided, the partnerships fostered, and the donations made. But perhaps the most meaningful way to assess the value of the Dental Clinic is in the positive changes made in the lives of the patients we serve.

For ten years we have interacted with thousands of people who are grateful for access to quality, affordable dental care that results in tangible health improvements, one visit at a time. These ongoing Clinic appointments have helped reduce dental visits to the Emergency Department at Memorial Hospital of Martinsville and Henry County, even though the national trend is an increase in dental emergency room visits. The daily smiles on our patients’ faces are what mean so much, year in, year out.

**Melissa Hopkins** of Horsepasture  
“I worked in the furniture factory for years but had to stop when my daughter became seriously ill. Now my full-time job is taking care of my daughter. I stood in line the day the Clinic opened 10 years ago, and was one of the first people to be treated by the dentist. Sure enough, the dentist found some cavities. Over the years, I have had regular checkups, root canals, and even my wisdom teeth pulled at the Clinic. It has become my dentist’s office since I cannot afford a private dentist. I pay about $20 a visit. If it were not for the Clinic, I would just suffer.”

**Michael Flood** of Collinsville  
“I was the eighth patient the day the Clinic opened, and I have been coming here ever since. I worked in the furniture factories and textile mills here. Now I am disabled and have no insurance, so I can’t afford a private dentist. “Without the Clinic, I would have lost all my teeth. But thankfully, I have only lost two. What has occurred here at the Clinic in the past 10 years is simply amazing.”

**Heather Smith** of Fieldale  
“I was there 10 years ago when the Clinic opened, and I have been a patient ever since. My mother and two sisters also are patients. I don’t know what we would do without the Clinic. I have a problem with cavities, and the dentists at the Clinic saved most of my teeth and whitened them. Now, when I’m working at the restaurant, I am confident enough about my teeth to smile at my customers. It’s wonderful to have the Clinic in Martinsville-Henry County, and I hope the community will continue to support it.”
Our 10th Year in Review

In our first 10 years, we have always embraced the two aspects of our mission: impacting patients with dental care, and creating viable opportunities for professional oral health education.

Improving Oral Health Care

• In 2015, the Clinic welcomed 4,856 patients, an increase of 16%. Dental services provided for the year are valued at $1.1 million.
• In 10 years, the Clinic served the community with 37,000 patient visits, providing dental care valued at $8 million.
• Fees from patients and Medicaid totaled $177,800 in 2015. With financial support, the Clinic ran a deficit of $70,000.

Providing Oral Health Education

• The Clinic is grateful for its partnership with the Virginia Dental Association and Patrick Henry Community College which enables students to become community dental health coordinators, a new level of dental health providers. Students earn a CDHC certificate and are trained to work in clinics, schools, public health settings, and private practices to help people learn more about dental care and prevention of oral disease.
• With the help of its educational partners, the Clinic experienced a significantly higher level of production in 2015. By requesting a dramatic increase in student rotations, the Clinic was able to provide the service hours possible to meet the desperate dental needs of the community.

Renewing Technology and Equipment

• This year the Clinic had to upgrade its much-needed sterilizer for an additional cost of nearly $6,000. When the digital scanner (ScanX) unexpectedly failed, the Clinic purchased a new one for an unbudgeted expense of $19,894.33.
• Technology and equipment expenses greatly exceeded budget projections for 2015 and development account funds will be needed to help cover these necessary improvement costs.
Our History with Harvest Foundation

Harvest Foundation has been the financial partner of the Dental Foundation since its inception. Ten years ago, more than 1,200 residents stood in line for hours to receive free dental care at a Mission of Mercy Dental Clinic. With the regional reality illustrated so clearly, dentists in the community decided to take immediate action to ensure everyone had access to dental care. The West Piedmont Health District and the Harvest Foundation and the Martinsville/Henry County Dental Advisory Committee developed a plan for "A Sustainable Indigent Dental Clinic." The Piedmont Virginia Dental Health Foundation was established in 2005 to plan for a dental clinic. Harvest Foundation has made grants totaling $1.7 million. Without the financial support of the Harvest Foundation, the Dental Clinic would not exist today.

The Community Dental Clinic opened in 2006 with funds from government agencies, grants from private foundations, as well as generous donations from businesses and individuals. Local dentists volunteer their time to supervise the care provided by dental students at the VCU School of Dentistry. In this unique partnership, all fourth-year students come to Martinsville for at least one week, staying in housing provided by the Foundation with furnishings donated by community businesses. The Foundation also supports students studying dental hygiene and dental assisting to complete the outstanding educational opportunity for students.
Our Financial Situation

Most of our patients’ incomes are at or below the federal poverty level. Patients pay on a sliding scale, based on their income. The minimum is $20 per visit. The average adult non-Medicaid co-pay average is $23.35, indicating that the target population is being served.

Fees and Medicaid reimbursement cover only 52% of the expenses, so the Foundation always needs revenue sources beyond those generated by providing dental services. We rely on revenue from grants, foundations, businesses, and individuals. As patient volume continues to increase, so does our need for financial support.

Value of Services Provided: ................. $1,144,625
Budget: .................................... $535,175 (Actual $540,461)
Harvest Foundation Grant: ................. $221,330
Revenue from Services Provided Budget . . $190,500 (Actual $179,154)
Additional Revenue Required Budget ...... $123,345 (Actual $139,000)

Income and Expenses

Fiscal Year 2016 Income— $470,378

Fiscal Year 2016 Expenses— $540,462
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