

Well, well, well.

2018



**Greater Bluffton
Jasper County**
VOLUNTEERS IN MEDICINE



Dear Friends of the Bluffton Jasper County Volunteers in Medicine,

As our Annual Report shows, 2018 was truly an extraordinary year for the Bluffton Jasper County Volunteers in Medicine! The highlight of 2018 was our purchase of a 5,000+ square foot building in Plantation Park that is now the permanent home of our Bluffton clinic. In addition to adding stability and financial certainty, the building most importantly adds the capacity to expand our services and see more patients. Together with our clinic in Ridgeland, we now have a stable operational base to meet the ever-increasing demand for vital healthcare services in Bluffton and Jasper County.



In 2018, our combined clinics delivered almost \$2.2 M in services to our patients in specialties ranging from general medicine and cardiology to gynecology and mental health. Our 1,347 patients visited the clinics 4,906 times in 2018... and received 2,637 diagnostic tests and 6,762 prescriptions. And, as our community continues to experience rapid growth, we know these numbers will grow equally as fast.

As you read this Annual Report, I think you'll quickly agree that your financial support is multiplied several times over in the services delivered to your neighbors throughout the community. We can meet these needs only with your ongoing help. It costs \$383 annually for every patient we have. We receive no federal or state assistance, so we depend entirely on your donations and participation in the fundraising events we conduct throughout the year.

On behalf of the Board of Directors and our volunteer doctors, nurses and staff, I want to thank you for your support over the past years and in advance for your continued support in the coming years.

Sincerely,

George David, *Board Chair*

2018 Board of Directors

George David, <i>Board Chair</i>	Ron Smith, MD <i>Medical Doctor</i>	Rev. Renty Kitty
Barbara Elbertson, <i>Vice Chair</i>	Daniel Henderson	Richard Reed
Deborah Burt, <i>Treasurer</i>	Patsy Hodge	L. Martin Sauls, III
Joe Pantano, <i>Secretary</i>	Dot Jeger	J. Tom Upshaw
Pamela Toney, <i>Exec. Director</i>	Anna Kendrick	

Dear Bluffton and Jasper County Neighbors,

Thanks to the generous support of people like you, the Bluffton Jasper County Volunteers in Medicine turned 2018, our seventh year of serving the community, into an organizational milestone! We were able to relocate the Bluffton clinic to 29 Plantation Business Park, acquiring a 5,000+ square foot facility that will impact the Greater Bluffton and Jasper County communities for years to come. This new building will allow us to serve a larger number of individuals in need of quality medical care.



The move to the new location would not have been possible without the help of the Community Foundation of the Lowcountry, Palmetto Electric Trust, Palmetto State Bank and 24 individual donors who stepped up to assist in the renovation of the new building. The extraordinary efforts of our volunteers, Board of Directors and community members allowed us again to meet our 2018 budget.

I always say the Bluffton Jasper County Volunteers in Medicine is a community free clinic: staffed by community volunteers and generously supported by the Greater Bluffton and Jasper County Communities. This continued support from those in the community of our fundraising events and the BJVM Giving Tree Fund along with 27 grant funders allowed us to provide 4,906 medical visits, 205 dental appointments and 396 patient referrals for specialty care. In a year of challenges and accomplishments, BJVM is proud to have secured a permanent home, expanded patient services and continued our focus on the underserved in need of essential healthcare.

As we look to 2019, BJVM will continue to care for those without medical insurance, working toward our mission to provide free medical care in a compassionate manner to the uninsured of Greater Bluffton and Jasper County with an emphasis on preventative medicine and health education.

Best wishes,

A handwritten signature in black ink, reading "Pam Toney".

Pamela S. Toney, *Executive Director*

FYI

Bluffton Jasper County Volunteers in Medicine (BJVM) opened its doors to patients in 2011. Today we now have a newly purchased 5,000+ square foot clinic in Bluffton and a clinic in Ridgeland. Both clinics operate non-dispensing pharmacies and provide family medicine and cardiology care. The Bluffton clinic also provides GYN and endocrinology services. Unique to the Ridgeland clinic is a full ophthalmology exam room. BJVM collaborates with the Pregnancy Center of the Lowcountry to bring obstetric services to both clinics via a mobile medical van. New in 2018 was the introduction of telehealth medicine with the Medical University of South Carolina and the delivery of an OPTOS laser machine to diagnose retinal disease in our diabetic patients.

BJVM is a proud member of the Volunteers in Medicine Alliance. Volunteers in Medicine is a national organization that has launched over 100 free clinics throughout the country unitizing a proven model. BJVM is one of 10 VIM clinics in South Carolina including the original Volunteers in Medicine clinic on Hilton Head Island founded by the late Dr. Jack McConnell in 1994. All VIM clinics operate as separate organizations with their own charters, budgets and funding. BJVM receives no reimbursements for services from local, state or federal agencies. We are funded solely through donations, fundraising events and grants.

Every \$1 donated helps us provide vital patient services.

BJVM continues as a Gold Level GuideStar participant demonstrating our commitment to transparency.



Members in good standing of the National Volunteers in Medicine Alliance.



Did You Know?



100%

Of Our Patients
Say Their Health
Has Improved Since
Visiting The Clinic



66%

Of Our Patients Say
Their Visits To The
ER Have Decreased



79%

Of Our Patients
Received
Medication At The
Time Of Their Visit



50%

Of Our Patients
Are Employed



4,906
Medical Visits

205
Dental Visits

206
Mental Health
Visits

There were **310 more patient visits** in 2018 than 2017.

22 MEDICAL PARTNERS

3 DENTAL PARTNERS



93 VOLUNTEERS providing 10,340 HOURS OF SERVICE

2 NON-DISPENSING PHARMACIES

RETURN ON INVESTMENT

For every dollar spent, \$5 worth of healthcare service is provided.

\$516,435.00

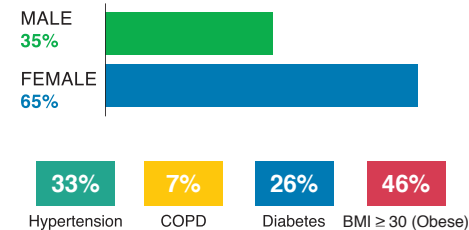
OPERATING BUDGET

\$1,970,454.00

DIRECT SERVICES

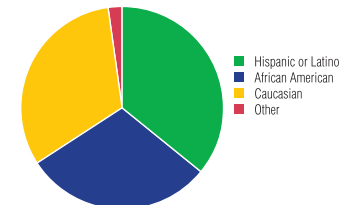
\$717,470.00

TOTAL INDIRECT SERVICES



PATIENT PROFILE

36% Hispanic or Latino 32% Caucasian
30% African American 2% Other



PRESCRIPTIONS DISPENSED ON A 30 DAY SUPPLY

6,762

The # of prescriptions dispensed on a 30 day supply
increased by 4,000 from 2017 to 2018.



TOTAL VALUE OF PRESCRIPTIONS FILLED

\$1,174,196

Friends of the Building Relocation Project.
Thanks to our community for making our relocation possible!

Community Friends:

Ruth Baruth	Joann McElravy
Douglas & Mary Bowers	Kathryn McDonagh
Lee Brewer	NHC Bluffton
Community Foundation of the Lowcountry	Palmetto Electric Trust
Ray & Barbara Elbertson	Amy Quinn
Jeremy Hatch & Charlene Young	Bill & Jan Raisch
Carol Hayes	George Rountree
Nancy Harris	Larry & Edwina Sanders
Melody Irvin	John A. Taylor
John & Pidge James	Einar Trosdale
Joseph & Doris Loveless	Kim & Allen Ward
Beryl LaMotte	Bob & Libby Wichmann
Jeanne Lee	Robert & Janet Wright
Henry Martin	

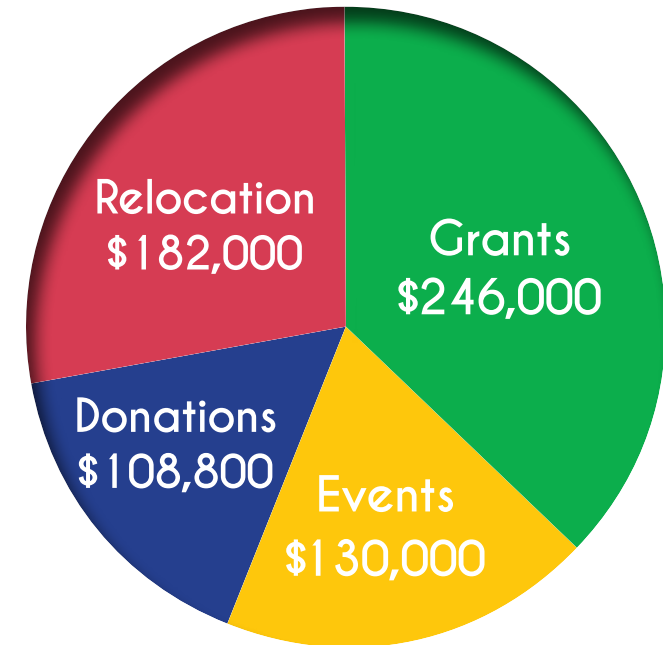
Business Support for the Building Relocation Project:

Abby Flooring / Hilton Head	Palmetto State Bank
Bluffton Rotary	Pilgrim Electric
Center Point Cabinets	Sherwin Williams Paints
College Hunks Moving, Inc.	Spectrum
Grayco Building Center/Bluffton	SVN Commercial Real Estate
Hilton Head Doors & Closets	Toney's Custom Painting
Hilton Head Area Home Builders Association	William Marshier; Vaux, Marshier,
Kendrick Construction	Berglind, PA
KML Computer Services	Deanne Valentine Design
Palmetto Security Services	

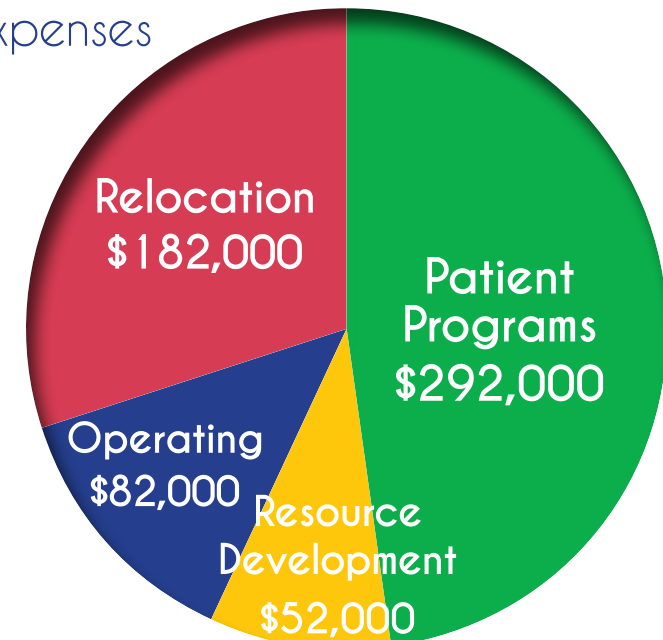
2018 Grant Supporters:

Bargain Box	George T. Lewis Foundation
Beaufort County Alliance	Hampton Lake Tiger Bass
Belfair 1811 Charitable Fund	Charitable Fund
Berkeley Hall Charitable Foundation	Hilton Head Realtors Association
Birk Family Foundation	Jasper County Council
BlueCross/BlueShield of SC Foundation	Long Cove Charitable Fund
Rotary Club of Bluffton	Sisters of Charity Foundation
Calhoun Station	(Caritas)
Church Mouse Thrift Shop	St. Andrews By The Sea United
Coastal Carolina/Hilton Head Hospital	Methodist Church
Auxiliary	St. Francis Thrift
Coastal Community Foundation -	TD Bank Charitable Foundation
Beaufort Fund	Westbrook Family Foundation
Community Foundation of the Lowcountry	Weyerhaeuser Foundation
Elizabeth Wallace Elis Foundation	Women in Philanthropy
First Nonprofit Foundation	
Friends of Callawassie	

Support and Revenue



Expenses





Ways to Make a Donation

You can donate online anytime at bjvim.org and select the donation button.

You can volunteer. BJVM is in need of both medical and nonmedical volunteers. Attend a volunteer orientation at the Bluffton clinic held on the 2nd Thursday of every month from 3-4pm.

The Heritage Classic Foundation (HCF) will enhance your donation with a match to the Bluffton Jasper Volunteers in Medicine. Visit their website at HeritageClassicFoundation.com to learn how you can make your individual donation grow.

2019 Fundraising Events

March 12 Spring Fling Fashion Show
 July 25 Christmas in July
 October 24 Bourbon & Bubbly Fall Gala

Our Mission

To provide free medical care in a compassionate and professional manner to the uninsured of Greater Bluffton and Jasper County with an emphasis on preventative medicine and health education.

Our Vision

No one in our community will go without access to quality healthcare.

Our Values

- Caring – We are empathetic to any individual in our community with limited access to quality healthcare and we volunteer our time to serve those in need.
- Compassion – We value and respect all human life and we selflessly serve to protect human dignity and improve the quality of life of our patients.
- Commitment – We are dedicated to serving the needs of our patients and providing the highest level of professional healthcare.
- Community – We believe that responsible stewardship and investment of our donated resources into the continued health and well-being of our community is our highest calling.

Strategic Goals for 2019

- Provide quality patient-centered healthcare
- Sustain and strengthen the VIM volunteer model
- Implement a digital marketing program to increase clinic visibility
- Expand the donor base



“I have been a volunteer at BJVIM since the clinic was established in 2011. My experience volunteering at the clinic has been very rewarding because of the clinic's commitment to and focus on serving those in need in our community. Over the years, it has been very exciting to see the development, growth and positive energy due in large part to the leadership at the clinic. All of us who volunteer at the clinic are here because we WANT to be here. The camaraderie among the staff is professional and genuine. Because our patients are so appreciative of our services, it is an honor and a pleasure to participate in their care.”

- Deb, Volunteer



Bluffton Clinic Location

29 Plantation Park Dr. Building 600

Bluffton, SC 29910

(843) 706-7090

Ridgeland Clinic Location

11332 N. Jacob Smart Blvd.

Ridgeland, SC 29936

(843) 645-9090

www.BJVIM.org