



## 2014 State of the Clinic Address

Imagine that you are at the fair and you have just gotten on the Ferris Wheel. You are excited to be riding. The anticipation builds as you go blindly backwards, rising to the top. You crest the top of the wheel and you are the tallest thing around. As you survey the scenery below, what are you seeing? What's happening? For a moment you can see clearly, but then WATCH OUT because you are about to go head first down the other side and going down is faster than going up. Things are blurred and passing by quickly. The cycle repeats itself over and over. You realize that it is getting faster and faster. The crest at the top is but a fleeting second.

This pretty much describes the life of Davidson Medical Ministries Clinic at this time. We have been on a Ferris Wheel ride at high speed.

October 1, 2012 we celebrated the beginning of our hybrid partnership with Gaston Family Health Services. The clinic became known as Davidson Medical Ministries-Davidson Health Services.

In January, we added our first full-time medical doctor. Services were expanded and Medicaid, Medicare, Private Insurance and Sliding Scale Self-Pay were options for accepting new patients. We believed, 'if you build it, they will come.' WRONG!

Our doctor ended up not being a good match for our clinic and decided to move elsewhere. The message that we could now accept patients with other billing options was not clearly understood. We discovered that some clients who came because they felt they had no option wanted to exercise freedom of choice and go to what they perceived as a "real doctor's office".

The biggest challenge came with the realization that North Carolina was not going to expand Medicaid with the onset of the Affordable Care Act. Thus the ACA was not going to make the big, positive impact on our County's uninsured. It was however going to have a negative impact.

- People who were not eligible for Medicaid prior to January 1, 2014 are still not eligible.
- People who have chronic diseases, but are not fully disabled, or not yet approved, regardless of lack of income are not Medicaid eligible unless there is a minor child in the home.
- People who have been deemed disabled still may not qualify for Medicaid and will not be eligible for Medicare for 2 years from their approval date.
- The majority of our clients fall far below the 138% federal poverty level for their household income. According to the ACA they should have Medicaid, but they don't in NC, so they are still uninsured and in need of primary care.
- Funding we anticipated receiving through Medicaid expansion was to be used to help subsidize care for the uninsured, but it didn't happen.

- We are facing the reality that expanded services to meet the growing needs of our communities can no longer be financially supported even with the federal grant. This has required our Board to continually pull from our reserve funds.

Remember that Ferris Wheel ride? It feels like we have been on one more ride! When ACA enrollment started and DMMC-DHS was fortunate to have a Navigator on site we discovered:

- The majority of the patients who inquired were not eligible, as they should have Medicaid.
  - Enrollment numbers were lower than expected - less than 300 through March 31, 2014.
  - We did not experience the numbers of clients enrolling and getting insurance as anticipated.
- So what does all this mean for DMMC-DHS?
- Our patients without access to Medicaid are still uninsured.
  - Our patients with the least resources are the ones without any access to health care coverage.
  - NC Medicaid did not expand and those who should have been eligible do not have access to the subsidy through healthcare.gov unless they are greater than 100% FPL.
  - DMMC-DHS has not added the number of new patients needed to sustain the organization without using our limited reserves.
  - Revenues, grant funding and donations have not fully covered the financial needs of the organization for years, requiring our board to continually draw down funds from reserves.

Let's get back to the Ferris Wheel one last time. You are on the top and it stops. You have an opportunity to really check out the view. What you see is:

- Davidson Medical Ministries-Davidson Health Services is a vital part of this community. We provide a necessary service to our uninsured residents and improve the overall health of the county.
- Davidson Health Services can accept Medicaid, Medicare, Insurance and sliding scale self-pay, but we need your help to grow that population of patients.
- There are still 21,000 uninsured people in Davidson County.
- There are 11,105 in Davidson County that would have received Medicaid if North Carolina had expanded.
- We have always been and will always be in need of financial assistance through individuals, businesses, civic groups and church supporters. Our work is not done and your help is still much needed.

Come join us for the ride!

## Davidson Health Services



Robin Jackson

(Telephone rings) "Good afternoon, Davidson Medical Ministries, Davidson Health Services. This is Robin, how may I help you?"

Hopefully if you have called lately you have heard some version of this message. Why is this important? It is important because we need to remember that we are now (2) organizations.

**Davidson Medical Ministries Clinic:** Our charitable clinic serves uninsured residents of Davidson County who are under 100% of the Federal Poverty Level for household income. The clinic does not bill for services. Clients are asked for a \$10 cost share for a medical, dental or behavior health visit. There are discounted fees associated with their medications.

**Davidson Health Services:** The Federally Qualified Health Center part of the hybrid. DHS serves the uninsured 101-200% of the Federal Poverty Level with a sliding scale discount. In addition, we accept Medicaid, Medicare and private insurance. Co-pays are related to their payer source. We serve ALL ages. However, we do not birth babies or do surgery.

## Community Health Grant

### Helps Provide Needed Dental Service

In August 2013 Davidson Medical Ministries Clinic received a grant from the Office of Rural Health for the purpose of providing medically necessary dental procedures for chronic disease patients.

**The concept:** Chronic disease patients' health outcomes can be positively impacted by receiving dental treatment.

**The process:** Clients are referred by their medical provider to the dental clinic. Patients then receive exams, x-rays, hygiene, phase I dental treatment (extractions or fillings) and education.

**The outcome:** Clients will demonstrate better oral health care and chronic disease outcomes will improve.

Additionally, volunteers continue to be an essential part of our dental program. A waiting list of over 100 patients is typical. Primarily acute care for treatment of abscesses or pain related to the need for an extraction or filling is provided. Thank you for your continued support.

### Important Dates to Remember

Thursday, May 29, 2014	5:00 p.m. to 7:00 p.m.	Reception for Dr. Snow at Davidson Medical Ministries-Davidson Health Services
Saturday, June 7, 2014	11:00 a.m.	Ladies Spring Fling at Sapona Ridge Country Club
Saturday, August 9, 2014	7:00 a.m. to Noon	Pancake Breakfast at First Baptist Church in Lexington
Saturday, October 25, 2014	7:00 a.m. to 4:00 p.m.	Parking at DMMC for the Barbecue Festival
Friday, December 5, 2014	7:00 p.m.	Gala at Sapona Ridge County Club to benefit Davidson Medical Ministries Clinic, Hospice and Family Services



Meryl Snow, DO

## Please join us at a reception welcoming Dr. Meryl Snow!

Thursday, May 29, 2014

5:00 p.m. to 7:00 p.m.

Davidson Medical Ministries Clinic -  
Davidson Health Services

420 North Salisbury Street  
Lexington, North Carolina

### Our Medical Team is here to provide your family with:

- Primary Care (well and sick care, chronic disease management) for children, adults and seniors
- Pharmacy & Medication Assistance

**Accepting Medicare, Medicaid, Private Insurance and Self Pay Patients.**



Amanda Beasley, FNP-C



Frank Everhart, PA-C



Tom Copley, PA-C

Lexington, NC 27293

P. O. Box 584

Donations may be mailed to:

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## Davidson Health Services

a Community Health Center

**Make your family a part of our family!**

Meryl Snow, D.O.; Amanda Beasley, FNP-C;  
Frank Everhart, PA-C, Tom Coppley, PA-C

**Providing primary, preventative, acute and  
chronic care for your entire family**

**Accepting Medicaid, Medicare, Private  
Insurance and Self-Pay sliding scale.**

## Davidson Medical Ministries Clinic

A Charitable Clinic Caring for our  
communities for 22 years

Meryl Snow, D.O.; Amanda Beasley, FNP-C;  
Frank Everhart, PA-C, Tom Coppley, PA-C

**Providing primary, preventative, acute and  
chronic care for uninsured patients**

**Under 200% FPL/household income**



Davidson Medical Ministries Clinic—

Davidson Health Services

420 N. Salisbury Street

P. O. Box 584

Lexington, NC 27293

Patient Phone Line: 336-243-7475

Business Line: 336-249-6215

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